



The Foundation for the Advancement of
Life & Insurance Around the world
(Public Interest Incorporated Foundation)

Sept. 10, 2021

Dear Mr. Kuan Min Chen :

ONLINE LIFE INSURANCE SEMINAR

Marketing Strategy for Individual Life Insurance Course

Sept. 8 - Sept. 10, 2021

This letter is to certify that you have duly completed the above online seminar consisting of the following subjects, conducted by The Foundation for the Advancement of Life & Insurance Around the world (FALIA).

- Overview of Life Insurance Industry in Japan and Its Response to Covid-19
- Channel Strategy of a Life Insurance Co.
- Product Strategy that supports Concept of Total Life Planning
- Product Development and Strategy for Independent Agents
- Products and its Sales Strategy for Bancassurance

Masayuki Tanaka
Managing Director

MT/ms