

PEOPLE OF AEGIS

What drives you in this line of work?

The passion in helping people and the encouragement derived from helping in my clients' claim and making a difference in their life, as well as to their family's overall well-being. I see the importance of my career. To me, my clients are my friends, and this career enables me to help my friends. I treasure relationships a lot so they are my driving force.

What was your previous job and how different has it been becoming a financial advisor?

This is my first job and it will be my last. This career has given me everything and I shall give my everything to my career too.

What is success to you?

Success is achieving your dream, and enjoying the journey with those who support you. Together, I gained both tangible and intangible values. I can't

Randy Tan

*Financial Services
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Before you joined the Insurance Industry, do you know what insurance is all about? Were you skeptical about the idea of insurance?

Insurance was my elective module during my Accountancy studies. With the academic knowledge, I understand the importance of Insurance. Not only applicable for individuals, but for businesses, the economies and to the nations as well. This propelled my interest and thus, I expanded my knowledge on the different aspects of Insurance and its dynamics with in-depth studies and research.

What made you join this industry? Any significant incident or reason?

With my growing interest in the financial industry, specifically in Insurance, I see that it'll be a good business model with low overheads. Most importantly, I know how insurance can help families and at the same time, expanding one's network and knowledge. I was an introvert with limited network. However, I love challenges and wanted to have a career that encompasses all these factors. Therefore I decided on embarking a work schedule. I would say that the insurance knowledge I gained during my studies coupled with additional research done over the years, it has made me a firm believer in Insurance. I thought to myself: "I love everything about this career, why wouldn't I join?"

imagine celebrating my success alone in the midst of a huge party. This is utter failure.

It's been close to 20 years in your career. How would you describe your experience?

I am really thankful that my career encompasses these attributes: Touch lives, financial stability, freedom, personal growth, and the opportunity to engage in true friendships. I can't ask for more.

If there's one thing you could change about yourself, what would it be? (and we are not referring to physical features please)

I like both the good and the bad about myself! That makes me unique, isn't it?

If there is ever one change needed, I hope to be a better leader in providing a more disciplined approach in managing and guiding my team, making the leadership a highly effective one.

Can you share a good and a bad experience during your time as a financial services consultant?

One of my best friend, who's also my buddy in army, was diagnosed with advanced stage cancer. I was with him during his hospitalisation and accompanied him for his consultation visits to many different oncologists till he decided on one whom he is comfortable with. During those months, we spent a lot of time together reminiscing about our good old days in the Army. we talk about our family and shared some silly jokes. We became more appreciative of how we should spend our time, not the quantity but the quality that matters. This is definitely a good experience. He was touched and very grateful for the encouragement and advice I've given him means so much during those rough times. Our friendship grew and it's beyond any tangible value. I cried. We cried.

This incident is both a good and bad experience altogether. This, I know, is the meaning in my job.

Why should clients choose you over thousands of other agents? What makes you stand out?

The key is Sincerity. Like I've mentioned, my clients are my friends. I must ensure that I provide my friends with the best suited solutions and products. That means I must be proficient in analysing market trends and investment climate, be knowledgeable about the products available in the market, understanding Insurance and Business Law, as well as CPF regulations and regulatory changes.

Why would you recommend one to be a Financial Advisor?

To craft a career around one's passion. To touch lives, achieve financial stability, enjoy freedom, gain personal growth, and have the opportunity to engage in true friendships.
