



HKMA 50th Distinguished Salesperson Award



Prof The Hon Sophia Chan JP
Secretary for Food and Health
The Government of Hong Kong Special Administrative Region

食物及衛生局局長陳肇始



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香港管理專業協會市場推銷研究社

The Distinguished Salesperson Award Programme celebrates its 50th anniversary this year. Being the first Award organized by The Hong Kong Management Association, its history signifies the long-standing importance of nurturing salesmanship with highest professionalism across different industries.

I would like to take this special occasion to extend my sincere thanks to members of the Panel of Judges, Award Organizing Committee and Executive Committee of the Sales and Marketing Executives Club for sharing their invaluable time and expertise. My gratitude also goes to our Golden Jubilee Sponsor, Grand Sponsors and Sponsors for their continuous support.

I would also like to extend my heartfelt congratulations to all the awardees for their remarkable efforts. They are certainly the role models for other thriving sales professionals and I sincerely hope all the awardees continue to uphold high standards and professionalism of the sales industry.

Finally, we are immensely grateful to our Guest of Honour, Prof Sophia Chan JP, Secretary for Food and Health of the Government of the Hong Kong Special Administrative Region for sharing her invaluable insights at the Award Presentation Dinner.



Mr James E Thompson
GBS Chairman
The Hong Kong Management Association

This year, the Distinguished Salesperson Award Programme celebrates its 50 years of establishment. The Award has been making every endeavour to set a high standard for the sales profession and recognize sales elites across industries and borders. We are glad to converge the best salespersons at this Golden Jubilee event and continue to applaud them for the tremendous achievement and enormous contribution they have made to their profession, their companies, and the society at large.

On behalf of the Hong Kong Management Association, may I extend my deepest gratitude to all members of the Panel of Judges, Award Organizing Committee as well as Executive Committee of the Sales and Marketing Executives Club. Their support and dedication to the Award has earned much deserved admiration.

I would also like to extend my warmest appreciation to our Golden Jubilee Sponsor, Grand Sponsors and Sponsors for their generous support for this meaningful annual Award.

Last but not least, I wish to thank our Guest of Honour, Prof Sophia Chan JP, Secretary for Food and Health of the Government of the Hong Kong Special Administrative Region for gracing us with her presence at the Award Presentation Dinner.



Dr Victor Lee
Executive Director
The Hong Kong Management Association

On behalf of the Board of Directors of Sales and Marketing Executives International and all of our members around the world, I extend sincere congratulations to the Sales and Marketing Executives Club of Hong Kong on a successful 50th Distinguished Salesperson Award Presentation Programme. This milestone is an astounding achievement which embraces the convergence of the 50 year legacy of the DSA programme with a bright future for all professionals, built on this solid foundation.

Sales and Marketing Executives International Inc (New York) is a professional association of thousands of members worldwide who make a positive impact on our global economy by adhering to ethical marketing standards, sharing knowledge through their commitment to continuing education.

I encourage each of the award recipients to continue their focus on fundamentals, balancing their business decision making with sound economic and ethical business practices and pledge to make lifelong learning a key to sustained personal growth and professionalism. This will truly make for happy selling!

Thank you to the Hong Kong Management Association and the Sales & Marketing Executives Club of Hong Kong for contributing to SMET's goal for a better standard of living for all through better selling.



Mr Willis Turner CAE CME CSE
President & CEO
Sales & Marketing Executives International Inc (New York)

With a record breaking number of nominees and companies joining the Award, the 50th Distinguished Salesperson Award (DSA) Programme has continued to accomplish its aspiration in nurturing the sales elites from various industries. It was encouraging to witness companies employing an affluence of resources to train their salespersons to take part in this Award Programme. Undoubtedly it will continue to act as an excellent platform to promote salesmanship and recognize the achievements of sales elites.

With this, I would like to express my heartfelt gratitude to our Guest of Honour, Prof Sophia Chan JP, Secretary for Food and Health of the Government of the HKSAR for officiating the ceremony and the 24 Judges for their professional insights and commitment to the Award. I would also like to take this opportunity to thank Mr Kit Ho, Chairman of the 50th DSA Organizing Committee, and his able team for their efforts in making this Award Programme an unforgettable and successful one.

Lastly, I would like to extend my heartiest congratulations to all the winners. I believe this Award stands proudly witnessing your hard work and dedication. May you continue to thrive and attain your goals with your hard work.



Mr Allen Leung
Chairman
Sales and Marketing Executives Club

It is my great pleasure to be the Chairman of the 50th Distinguished Salesperson Award (DSA) Programme Organizing Committee. The DSA Programme, an international project intended to bring public recognition to outstanding sales personnel, has successfully bestowed recognition upon our salespeople who have made marvelous performance throughout the years.

It is exceptionally encouraging to have a record-breaking 184 DSA nominations and 61 OYSA nominations from 79 companies this year. With such a new high, I would like to take this opportunity to express my sincerest gratitude to all participating companies and our Golden Jubilee Sponsor - Prudential Hong Kong Ltd, Grand Sponsor - Centaline Group and Convey Advertising and Sponsors - Bamboos Professional Nursing Service Ltd, China Construction Bank (Asia), The Hong Kong and China Gas Company and New iMedia Solutions Ltd. I am also pleased to have Mr Lofai Lo, General Manager of ViuTV to conduct the presentation skills seminar and share his invaluable insights with our nominees.

Last but not least, may I take this opportunity to express my deepest thanks to all members of the Organizing Committee for their passion, dedication, and commitment in making the Programme a great success.

Congratulations to all awardees and best wishes to you all for a fruitful and prosperous future. Here marks the end of the 50th DSA Programme, but to you all is a new beginning.



Mr Kit Ho
Chairman
50th DSA Programme Organizing Committee



HKMA 50th Distinguished Salesperson Award

American Express Has Customers' Backs in Life and Business

Seamless solutions for business and life win American Express the Distinguished Salesperson Award for 9 years in a row

As life and business are increasingly interconnected, the market comes to appreciate even more the unique role of American Express in providing the world's best customer experience every day for its esteemed customers worldwide.

Susanna Lee, Country Manager of Hong Kong and Taiwan and General Manager of Insurance (Asia), said: 'Our customers include individuals, corporates and merchants. It takes a multi-dimensional team to serve such a wide range of customers. I am proud to say that our team truly understands the personal and business needs of the users, and we are confident that we will continue to be the best partner in work and life.'

'The extensive scope of American Express' business means customers can always use its products as the one solution for their multi-dimensional, intertwined, vibrant personal and work lives.'

At the heart of American Express' global business is its people: they are passionate about understanding and taking care of the diverse needs of their clients. Such dedication and professionalism have seen American Express winning the Distinguished Salesperson Award for the ninth consecutive year.

Three Account Managers from American Express, Premium Products, Acquisition and Partnerships, Global Consumer Services Group have received the DSA awards this year. They are: Alex Ng, Kelvin Sin and Nick Lam.

Working with the American Express for over 10 years to manage the credit card premium account acquisition, Ng was able to interpret the various aspects of customer needs of his clients and offer the best solution. For example, when a client of Ng informed him of an impending medical operation, Ng was able to shorten the process of his credit card application approval, so that the client can use the card to settle the medical bill.

'I still remember the look on my client's face as I delivered the newly minted credit card to him at the hospital,' Ng said. 'Because of the considerable size of the medical bill, my client was able to gain quite a few newcomer rewards and mileage points. What was a medical expense had become something useful in fulfilling his lifestyle aspirations.'

Sin, who has been with American Express for 3 years, feels proud of how the global platform of American Express can help him cater to clients' needs wherever they travel. It is especially for the current generation of premier credit card holders, who are global trekkers for both business and leisure.

'There was a client who contacted me at 4am, Hong Kong time because I was the first

person he thought to contact when he lost his credit card during a business trip,' said Sin. 'I was able to co-ordinate with the local and overseas offices of the American Express in a very short period of time and arranged for the new card to be delivered to him overseas. He was amazed at the quick turn-around and the seamless way our global offices worked together.'

'I really believe my profession is making a difference in people's lives.'

Lam, on the other hand, has been working in the banking industry for 9 years. He has joined American Express in 2016, and is now responsible for managing customer relationship and credit card account acquisition. He believes in delivering excellent, professional customer service with a personal touch to enrich the different aspects of life of his clients.

There was an instance where he met a client who had a passion for finer things in life. Upon learning of her lifestyle aspirations, Nick suggested the client to acquire an American Express Platinum Card, which offered a suite of premium services and privileges most suited for her needs. Upon receiving the card, the lady quickly contacted American Express Platinum Concierge Service and requested for some of the best chocolates in the world, and was overjoyed with surprise to find the delectable box of chocolates delivered in person just the next day. She shared the exciting news with her friend, and thanked Lam for his professional service and exceptional Card membership benefits.

'I love the joy and gratitude from my clients whenever I exceed their expectation,' said Lam.

American Express is also known as one of the best employers in Hong Kong due to this

focus on personal recognition for team members, and dedication to treating Cardmembers with care and respect. The company has been named Best Employer in Hong Kong by Aon Hewitt for 7 consecutive years. American Express was also awarded the 'Best Employer for Commitment to Engagement' award in 2016 and the 'Best Employer for Women' award in 2017 by Aon Hewitt.

American Express now boasts more than 112 million business and consumer Cardmembers, 18 million American Express accepting merchants, hundreds of acquirers and 120 bank partners that connect through the American Express Network globally across 130 countries.



Alex Ng (far left), Kelvin Sin (Second from left) and Nick Lam (far right) from Acquisition and Partnerships team of American Express are winners of this year's Distinguished Salesperson Award; they are accompanied by Susanna Lee, Country Manager, Hong Kong and Taiwan, General Manager, Insurance Asia (center left), Louie Ho, Head of Direct Sales, Acquisition and Partnerships (second from right) and Susanna Hui, Head of Training, Acquisition and Partnerships (center right).



HKMA 50th Distinguished Salesperson Award

PRUDENTIAL
英國保誠



Ten Prudential financial consultants have been recognised by the Hong Kong Management Association, with Chow Wai, Sarah Li, Nie Yilan, Tracy Xue, Susie Gu, Anchor Huang, Erica Yu, Coco Yu winning the "Distinguished Salesperson Award"; while Mia Liu and Yaka Chu were honoured with "Outstanding Young Salesperson Award". The DSA and OYSA recognise financial consultants with outstanding professional skills, and expert knowledge of their industry.

"Prudential's success in the prestigious Distinguished Salesperson Awards is a strong reflection of our commitment to service excellence, and the hard work of our outstanding financial consultants," says Mr. Derek Yung, Chief Executive Officer, Prudential Hong Kong Limited, as he congratulates the winners for their professionalism in helping to grow Prudential and the wider industry.

When asked about what the key factors are in winning the awards and becoming an outstanding salesperson, Coco stated that it is crucial to listen to the customers' financial situation and protection needs, as in the company's credo of "Always Listening. Always Understanding". Tracy believed it is important to stay humble and motivated, so as to keep up with all the updates and trends in the industry.

The Award has impacted each of Prudential's 10 awardees in unique ways, and some awardees saw the award as an exceptional chance to propel their salesmanship. Sarah believed winning the award is recognition of her professionalism while Anchor was grateful that the award inspired him to keep learning and excelling to be a better salesperson. The other winner Erica says "The pursuit was not only a brand-new experience for myself but also sets a clear target for my team members."

Other awardees have experienced great personal growth throughout the entire preparation and contesting process. Susie thanks the company for providing an all-rounded training to prepare for the competition. Mia cannot agree more, "the training has been running non-stop for three months before the competition and the company has arranged different experts and previous winners to evaluate our performance." Nie Yilan says it is a great experience to learn from the best and sharpen her personal skills.

Last but not least, the DSA has left a deep impression for those who would like to see the industry continue to prosper. "Through this competition, I hope to raise people's awareness of the insurance industry," Yaka says, while Chow Wai vowed her commitment to contributing to the industry in the long run.

中原地產
CENTALINE PROPERTY



One of the most unique characteristic of our company culture is "to govern without interference". It's a philosophical concept from the traditional Chinese Taoism, suggesting that, one could maintain control of human affairs through non-action.

The company believes that it's critical to provide freedom and platform for employees to truly develop their potential. Therefore the management tends to not overregulate in daily operations, providing the team with long-term vision and planning. After all, self-motivation is one of the most effective drives to success.

Winning the DSA is an honour to both the company and awardees, as it is a form of acceptance of selling skill and an enhancement of professional image. The award will definitely improve future career development of awardees, and promote the brand image of our company.

In order to represent the company, each awardee has been through a series of internal assessments, testing their all-round skills, including speech, personality, presentation skill and professional image etc. Those who stand out are proven elites of the company, excelling in every aspect of professional salesmanship.

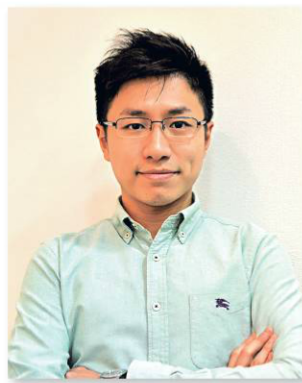
CONVEY

"We believe that distinguished service can impress the customers, attaining true customer loyalty."

Convey Advertising Co. Ltd. highly supports the Distinguished Salesperson Award as it is one of the most meaningful awards to encourage salesmanship in Hong Kong.

3 aspects we excel in are knowledge - having a deep understanding of the product to effectively communicate with customers; integrity - we are trustworthy and make customers feel confident; and enthusiasm - showing passion and sincerity in what we do.

Convey Advertising Co. Ltd. thoroughly communicates with clients and understands their needs, giving them advices that truly tackle the problem. We practice salesmanship that shows kindness and efficiency, solve customers' problem and making their lives easier. We are proud of our team and constantly encourage and support them to further their efforts to propel the industry to the next level.



Mr. Terrance Yue

New iMedia
新互動媒體

New iMedia Solutions Limited strives to be the most trusted digital marketing partner for customers with a mission to build and sustain mutually beneficial collaborations. Through conceptualizing and executing differentiated one-stop digital marketing solutions for our customers riding on our experience, creativity and technological expertise, we work side-by-side with them to achieve their business goals while living our core values.

Our teammates excel in a variety of aspects such as trainings and developments, professional assessments, talents management, technology innovation, and demonstrate strong team work during their operation. The team supports each other by bringing in and sharing product knowledge and customer experience with each other. This definitely speeds up and improves the sales and account servicing quality. Most importantly, our sales' goals assist our clients to improve their digital marketing campaign returns.

We have received the DSA Award for 11 consecutive years. The award demonstrates market recognition on our sales professionalism and efforts. It is a great encouragement to our team and we will continuously strive for improvements to serve our clients in excellence.





HKMA 50th Distinguished Salesperson Award



Stanley Chan

William Lam

Calvin Leung

Our vision is to be Asia's leading clean energy supplier and quality service provider, with a focus on innovation and environmental-friendliness. Driving achievement and continuous learning are two of our core values.

The Distinguished Salesperson Award (DSA) is widely accepted as the benchmark for quality salesmanship. Winning the DSA is an endorsement to our sales professionals on their excellent services and achievements. This is also an exchange platform for our sales professionals to learn from different industries to cultivate the service excellence culture.

We consistently provide professional training to our sales teams to equip them with comprehensive product and service knowledge and the ability to understand customer needs. We believe technical knowledge is the fundamental basis of salesmanship in providing customer-oriented services.

Towngas introduced "Three Courtesies" in our culture since 2016 to motivate our employees to pursue service excellence. Our sales professionals carry out "Three Courtesies" everyday by serving our customers with "Etiquette, Politeness and Care" from their heart.



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Lam, on the other hand, has been working in the banking industry for 9 years. He believes in delivering excellent, professional customer service with a personal touch to enrich the different aspects of life of his clients. 'I love the joy and gratitude from my clients whenever I exceed their expectation,' said Lam.



Kelvin Sin (left), Alex Ng (center), and Nick Lam (right) from Acquisition and Partnerships team of American Express are winners of this year's Distinguished Salesperson Award.



Tse Siu Fai



Cheng Man Hel

A leading international banking group, Standard Chartered Bank (Hong Kong) Limited has more than a 150-year history in some of the world's most dynamic markets. Our purpose is to drive commerce and prosperity through our unique diversity, and our heritage and values are expressed in our brand promise, 'Here for good'.

'Here for good' truly defines the Bank. Our purpose is to drive commerce and prosperity through our unique diversity. We aspire to be a human bank, truly client-

focused and continue to improve and innovate.

It is a great honour for Standard Chartered to participate in the DSA event, which is a signature event in the industry to recognise the outstanding sales professionals. It is a recognition to our frontline team's hard-work, dedicated salesmanship and professionalism in serving the clients. The bank is very proud of their achievements and the commitment to excellence.



AIA Hong Kong & Macau has been leading the industry with its forward-looking vision, offering customers the most appropriate protection and financial solutions, and meeting their needs and aspirations in different life stages. We are very pleased and proud of our financial planners winning DSA again this year. They have fully demonstrated their unique talent and professionalism through sufficient preparation and excellent performance during the contest. With the Company's in-depth training and comprehensive support, our financial planners acquire a thorough understanding of our brand promise to help people live "healthier, longer, better lives", and they are capable to exemplify this brand

commitment of AIA in their services to clients.

AIA Hong Kong & Macau has always been dedicated to developing Premier Agency. The standard we set for our Premier Agents is professionalism, striving for service excellence and always putting customers' interest first. By attending a series of well-designed training courses provided by AIA Premier Academy, our new Premier Agents can clearly identify their goals, continuously acquire new knowledge and skills, achieve excellence and strive towards the target of obtaining MDRT membership, which is the most distinguished international accreditation in the industry and an assurance of service quality to customers. All four of our award-winners are members of MDRT.

50th DSA

50TH DISTINGUISHED SALESPERSON AWARD PROGRAMME

DISTINGUISHED SALESPERSON AWARD (DSA)

 Wong Chun Kwan Sunny Achiever Technology Limited	 Lao Sin Fok AIA International Limited	 Zhang Chengzi Candy AIA International Limited	 Lam Hoi Lam Nick American Express International, Inc.	 Ng Ka Leung Alex American Express International, Inc.	 Sin Ka Yin Kelvin American Express International, Inc.	 Chan Siu Sing Sam Asia Pacific Broker (Pty) (Hong Kong) Limited	 Tam Pan BOC Group Life Assurance Company Limited	 Yan Kai Shun BOC Group Life Assurance Company Limited	 Fong Ka Sang Crestline (Macao) Property Agency Limited	 Ng Kin Lon Crestline (Macao) Property Agency Limited	 Chee Mi Xue Michelle Crestline (Singapore) Property Agency PTE. Limited	 Ho Kin Yin Crestline Commercial	 Lee Sik Ming Crestline Commercial
 Sham Chun Kit Roy Crestline Commercial	 Wong Wing Man Crestline Immigration Consultants (HK) Limited	 Chen Xiao Crestline Property Agency (Shenzhen) Limited	 Gul Li Sha Crestline Property Agency (Shenzhen) Limited	 Luo Yi Fei Crestline Property Agency (Shenzhen) Limited	 Tao Yun Ting Crestline Property Agency (Shenzhen) Limited	 Wang Dong Xu Crestline Property Agency (Shenzhen) Limited	 Chan Sit Kai Caesar Crestline Property Agency (Shenzhen) Limited	 Sy Ying Ying Synes Crestline Property Agency (Shenzhen) Limited	 Tsang Wai Wing Crestline Property Agency (Shenzhen) Limited	 Wong Wang Wing Crestline Property Agency (Shenzhen) Limited	 Li Ka Kit Century 21 Group Limited	 Ng Kwan Yin Century 21 Group Limited	 Yu Lap San Century 21 Group Limited
 Tsoi Ching Yee Angel China Construction Bank (Asia)	 Deng Bin China Enterprise ICT Solutions Limited	 Wu Guang China Enterprise ICT Solutions Limited	 Yao Miao China Enterprise ICT Solutions Limited	 Chan Sze Ching Kennis Chong Hing Bank Limited	 Ho Man Ho David Gabriel Chong Hing Bank Limited	 Ng Yat Tung Chong Hing Bank Limited	 Guo Ying Long Chong Hing Bank Limited	 Wang Qiao Chong Hing Bank Limited	 Cheung Ka Siu Chow Tai Fook Jewellery Group Limited	 Cheung Sin Man Jessica Chow Tai Fook Jewellery Group Limited	 Tse Po Ying Chow Tai Fook Jewellery Group Limited	 Wong Ka Yan Chow Tai Fook Jewellery Group Limited	 Fung Ka Kit Citic Bank International (CIC) Limited
 Leung Siu Lun Citic Bank International (CIC) Limited	 Cheung Hui Fung Lawrence Citic Bank International (CIC) Limited	 Kung Wai Hong An CSL Mobile Limited - 1010	 Ng Hoi Pan Bun CSL Mobile Limited - 1010	 Wong Yuk Fai Bill CSL Mobile Limited - 1010	 Auyeung Ping Kai Kenneth CSL Mobile Limited - 1010	 Hung Hei Tat CSL Mobile Limited - 1010	 Lai Siu Kay Kago CSL Mobile Limited - 1010	 Ivan Chow DHL Express (Hong Kong) Limited	 Tony Tung DHL Express (Hong Kong) Limited	 Che Bokin Finland Post Office Services (Group) Limited	 Yi Sanju Finland Post Office Services (Group) Limited	 Lau Hang Yi Foshan Property Agency (CIC) Limited	 Lee Wei Ho Wilson Foshan Property Agency (CIC) Limited
 Sung Siu Ho Ivan F&B Insurance Company Limited	 Tse Bo Long F&B Insurance Company Limited	 Chen Zhuo Yan Guangdong Crestline Property Agency Limited	 Ou Peng Guangdong Crestline Property Agency Limited	 Liu Jin Yu Guangdong Crestline Property Agency Limited	 Ha Ho Tong H&B Hong Kong Limited	 Ng Yat Kan H&B Hong Kong Limited	 Cheung Chun Sing Angus H&B Hong Kong Limited	 Cheung Leung Adam H&B Hong Kong Limited	 Kai Yu Nam Matchi H&B Hong Kong Limited	 Lam Wai Yeung Dominic H&B Hong Kong Limited	 Cheng Chun Fai H&B Hong Kong Limited	 Chin Jing Hue H&B Hong Kong Limited	 Huang Hao Xin H&B Hong Kong Limited
 Huang Chun Hai H&B Hong Kong Limited	 Yuen Chi Lok H&B Hong Kong Limited	 Leung Siu Fung Kelvin H&B Hong Kong Limited	 Li Ching Yee Kenneth H&B Hong Kong Limited	 Lo Kam Wah Patrick H&B Hong Kong Limited	 Ma Ka Fao Carey H&B Hong Kong Limited	 Chan Ka Ka Caribous Hong Kong Broadband Enterprise Solutions Limited	 Leung Po Chung Joe Hong Kong Broadband Enterprise Solutions Limited	 Pan Di Derek Hong Kong Broadband Enterprise Solutions Limited	 Liang Jia Hui Ray Hong Kong Broadband Enterprise Solutions Limited	 Au Yu Lun Alan Hong Kong Property (B&C) Limited	 Chan Chun Wa Jerry Hong Kong Property (B&C) Limited	 Chow Pak Tat Roy Hong Kong Property Services (Agency) Limited	 Lam Hin Ting Dixon Hong Kong Property Services (Agency) Limited
 Tam Ho Chi Shawn Hong Kong Property Services (Agency) Limited	 Chan Chu Fung Twenty Hong Kong Property Services (B&C) Limited	 Law On Kay Angel Hong Kong Property Services (B&C) Limited	 Ng Nga Chun Ryan Hong Kong Property Services (B&C) Limited	 Choi Ka Fai Franky Hongkong Storage	 Eka Fung KICIC (Asia) Limited	 Nelson Kot KICIC (Asia) Limited	 Albert Sin KICIC (Asia) Limited	 Rita To KICIC (Asia) Limited	 Daisy Wei KICIC (Asia) Limited	 Chen Ching Kuen KIP Financial Services Holdings Limited	 Yau Fook Sang Dick Midland Realty (Comm. & Ind.) Limited	 Chan Ming Lun John Midland Realty (Comm.) Limited	 Lee Mei Ha Zoe Midland Realty (Comm.) Limited
 Ng Man Chun Marston Midland Realty (Comm.) Limited	 Fong Wan Hou Ryan Midland Realty (Macao) Limited	 Jiang Yu Midland Realty (Shenzhen) Company Limited	 Ruan Xue Fang Midland Realty (Shenzhen) Company Limited	 Xiang Dan Midland Realty (Shenzhen) Company Limited	 Chung Tung Fung Mark Midland Realty (Shenzhen) Company Limited	 Leung San Hang Daniel Midland Realty (Shenzhen) Company Limited	 Xu Lihong Izy Midland Realty (Shenzhen) Company Limited	 Auyeung Wing Chi Zita Midland Realty International Limited	 Fung Sze Nga Vanessa Midland Realty International Limited	 Kong Kan Wing Philip Midland Realty International Limited	 Yuen Kai Lung Candy Midland Realty International Limited	 Mo Yi Fung Michael Midland Realty International Limited	 Chan Ka Yu Sugar Midland Realty International Limited
 Zheng Wei Hua Iris New Media Solutions Limited	 Wong Sze Hui Wendy Ning Ping 360 Limited	 Tong Kin Tang Novelty Homes Limited	 Law Chu Hung Jason PCOV Media Limited - Now TV	 Tsu Kam Lung Horace PCOV Media Limited - Now TV	 Lee Ting Kwok Pioneer Home Limited	 Gu Hanyu Susie Prudential General Insurance (Hong Kong) Limited	 Huang Tianhong Anchor Prudential General Insurance (Hong Kong) Limited	 Yu Lige Erica Prudential General Insurance (Hong Kong) Limited	 Yu Xiaoshui Coco Prudential General Insurance (Hong Kong) Limited	 Chow Wai Prudential General Insurance (Hong Kong) Limited	 Li Shuangshuang Sarah Prudential General Insurance (Hong Kong) Limited	 Nie Wan Prudential General Insurance (Hong Kong) Limited	 Xue Pui Ying Tracy Prudential General Insurance (Hong Kong) Limited
 Chau Tsz Ying Chloe Riscorp (CJ) Properties	 Kuk Tin Man Coco Riscorp (CJ) Properties	 Lau Man Ho Patrick Riscorp Properties Limited	 Wong Wing Chuen Richmond Riscorp Properties Limited	 Yuen Chin Wan Eric Riscorp Properties Limited	 Xu Yang Shenlong Crestline Property Consultants Limited	 Ou Chun Shenlong Crestline Property Consultants Limited	 Wu Jie Shenlong Crestline Property Consultants Limited	 Mok Wing Yi Ashley Shen Group Holdings Limited - East Coast	 Ng Ming Lun Alan Shen Group Holdings Limited - East Coast	 Lee Chun Yin Roy Shen Group Holdings Limited - HK&CDO	 Chan Fai Yin Yvonn Shen Group Holdings Limited - Lantau Wai Wing	 Tse Siu Fai Standard Chartered Bank (Hong Kong) Limited	 Ho Sau Man Maggie Sun Life Hong Kong Limited
 Kay Yin Ling Kay Sun Life Hong Kong Limited	 Wong Cho Yi Joze Sun Life Hong Kong Limited	 Peng Yuenchi Shelly Sun Life Hong Kong Limited	 Carrie Liu Sun Life Hong Kong Limited	 Stanley Chan The Hong Kong and China Gas Company Limited	 William Lam The Hong Kong and China Gas Company Limited	 Calvin Leung The Hong Kong and China Gas Company Limited	 Oscar Kwan UPS Retail Delivery Service Limited	 Maggie Sham UPS Retail Delivery Service Limited	 Wong Ka Yu Kay Wing Hong Limited	 Kenneth Wong Wing Hong Limited	 Cao Xiao Bin Xinwei Crestline Property Agency Limited		

50th DSA
Distinguished Salesperson
Award Programme50TH DISTINGUISHED SALESPERSON
AWARD PROGRAMME

OUTSTANDING YOUTH SALESPERSON AWARD (OYSA)



PANEL OF JUDGES



ORGANIZING COMMITTEE



Organizers:



hkma.org.hk/sme-dsa