



Name:	Neo Tao You, Page	Date of Birth:	14 th August 1986
Profession:	Life Insurance / Independent Financial Advisory	Years in Biz:	10
Company:	Financial Alliance Pte Ltd	Mobile:	97100353
Previous Jobs:	Great Eastern Life Assurance Co.	Email:	pageneo@gmail.com / neopage@fapl.sg



Hobbies:	Family:
<p>Dancing</p>  <p>Board games (& Warhammer)</p> 	<ul style="list-style-type: none"> • Married • Spouse: Chen Mun, Marketing Manager, Tan Tock Seng Hospital. • Daughter Ashlyn born Aug 2020, Emmett Jul 2022 • Living in BTO 4rm Flat in Bedok since Feb 2018. (Fengshan Greenville, near famous 85 bak chor mee)



Goals:

- Helping 1 client every week with proper financial planning towards financial independence using the 3 scenarios method – If you survive; If you don't survive; If you survive but you're not well.
- Receiving 1 referral through BNI every 2 weeks, with a 50% conversion rate - 25% income from BNI.
- Building the **Super Parents Singapore** brand.

Accomplishments:

- BNI Premier Singapore: President (Apr'18 – Mar'19), Vice President (Oct'17-Mar'18, Apr'19 to Sep'19)
- B.Eng 2nd Class Honours (Comp. Sc.) - Nanyang Technological University (NTU)
- Certified Financial Planner, Module 1 by Financial Planning Association of Singapore
- Founder of **Super Parents Singapore** – A brand for pregnant women and new parents. Ran > 15 webinars.
- Guest Speaker on Channel News Asia's Talking Point.

Interests: Dance, tabletop games, musical plays, movies, comedies.





Network:



- Network of street Latin dance enthusiasts in the street Latin dance community - adults from varied backgrounds.
- Various University graduates from NTU including Computer Engineers
- Network of pregnant women and new parents from SPSG.

Skills:

- Effective at explaining insurance requirements and processes to clients
- holistic insurance and financial planning for individuals to understand the full picture managing finances.



Ideal Referrals and Conversation Starters	
1.	Pregnant ladies  <i>"Do you know you can get your child guaranteed lifetime insurance cover before he/she is born? Worry less about medical conditions. Best to cover before the 20-week detailed scan."</i>
2.	Parents with young children < 5 years old  <i>"Cover your child against Critical illnesses, AS WELL AS Child medical conditions such as ADHD, Dislexia, and Autism Spectrum Disorder. Not all insurances cover these so please look for an independent financial consultant."</i>
3.	People who just started working for 5 years or less  <i>"No obligations exploratory discussion to understand the benefits of holistic financial planning to plan for financial independence."</i>
4.	People with medical conditions who have difficulty applying for insurance  <i>"I know of a financial advisory consultant that can pre-apply to multiple insurers to get the most favourable offer."</i>

Contact Sphere to grow business
1. Businesses with target audience of pregnant women or new parents. 
2. Businesses with target audience of fresh graduates and young executives. 

Last 10 Customers: 4 pregnant ladies, 1 young parent, 2 newly married couples, 1 young executive, 2 young managers.
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