

Highfliers Hailed at the 12th HNB Assurance Sales Convention

HNB Assurance PLC (HNBA) felicitated the bright-sparks of its Sales Force at the 12th Sales Convention held recently at the Hilton Colombo. The eagerly anticipated night of the Company's event calendar was graced by the presence of Mrs. Rose Cooray as Chief Guest, the Board of Directors of HNBA as well as the Management of both HNBA and its fully owned subsidiary HNB General Insurance Limited (HNBGI).

Sharing her thoughts on this day of celebration, Chairperson of HNBA and HNBGI Mrs. Rose Cooray stated "Tonight we celebrate the breakthrough performance, the enthusiasm and the go-getter spirit of our Sales Force. The Sales Force has been a significant stake of the Company since its inception and has delivered an extraordinary performance in 2016, immensely contributing to the growth of the Company. I'm extremely pleased at the outcome of their commitment, dedication towards constantly striving to raise the bar further".

Sharing his thoughts on this celebratory night, Managing Director/Chief Executive Officer of HNBA and HNBGI Mr. Deepthi Lokuarachchi stated "Throughout its journey of 15 years, the Company has showcased its strength and stability by yielding significant results. The Sales Force has contributed substantially to the growth of the Company by capturing new market segments, as well as by seizing the existing market gaps in a challenging industry. Tonight we celebrate the accomplishments of the crème of the Sales Force including forty one Million Dollar Round Table (MDRT) qualifiers, one Court of the Table (COT) qualifier and one Top of the Table (TOT) qualifier and I'm delighted to laud those individuals who have gone that extra mile to realize achievements such as these".

Speaking on the performance and on the future outlook, Chief Operating Officer of HNBA Mr. Prasantha Fernando stated, "The devotion the Sales Force has in no small measure helped the Company to grow over the years to the stature and stability that it has achieved to date. These results have created a favorable mindset amongst our Sales Force in this highly competitive market, and regardless of the obstacles, I'm

sure the achievements of the Sales Force of HNBA will continue to grow from strength to strength as a result of their resolve to succeed”.

The 12th HNBA Sales Convention honored 225 Advisors under categories of Bronze, Silver, Gold and Super Gold. Amongst those golden trophies were the accolades for the Best Service Center, Best Zonal Manager, Best Cluster Manager, Best Regional Office Manager, awards for MDRT, COT and TOT qualifiers. The top awardee of the night was Ms. U. K. K. C. Silva who was awarded as the Best Sales Person of the Year.

Another specialty of the night was the tokens of appreciation presented to several artists of the golden era, acknowledging their contribution to enlighten the entertainment industry of Sri Lanka. Accordingly the acknowledged artists were Mr. Prince Udaya Priyantha, Mr. Bertu Gunethilake, Mrs. Chandrani Gunewardena and Mr. Piyadasa Athukorala.



Image Caption: L-R: HNBA and HNBGI Managing Director/CEO Mr. Deepthi Lokuarachchi, HNBA and HNBGI Chairperson Mrs. Rose Cooray, HNBA Best Sales Person of 2016 Ms. U. K. K. C. Silva, HNBA Chief Operating Officer Mr. Prasantha Fernando, HNBA Chief Business Officer Mr. Ivan Nicholas and HNBA Zonal Head Mr. Hiran Fernandopulle.