

LEADERSHIP IN ACTION: PRACTICAL INSIGHTS FROM JOEL SEAH

CO-FOUNDER & CHAIRMAN OF ALPHA WEALTH FINANCIAL ADVISERS,
ENTREPRENEUR & TEAM BUILDER

JOEL SEAH:

ENTREPRENEUR, LEADER, PRACTITIONER

- Youngest Director at age 25
- Co-founded Alpha Wealth Financial Advisers (AWFA) at age 30 and currently serves as Chairman
- Coached multiple award winning agency leaders and advisors across 12 years
- Entrepreneur and business owner with a growing portfolio of ventures across multiple industries
- Oversees a network of over 300 financial advisers and leads an 8-figure business
- Leads one of AWFA's top-performing alliances
- 2025 Top of the Table (TOT) Qualifier
- Top Director Production (2025) | Top Director Direct Unit Production (2025)
- Top Director Recruitment (2020 | 2021 | 2022 | 2023 | 2024 | 2025)
- Elite Million Dollar Agency Award Recipient
- One of Singapore's leading advisory organisations, achieving 65 MDRTs, 14 COTs and 6 TOTs in 2025



Nurturing future agency leaders is about empowering them with vision, trust, and the tools to grow.

BUILDING TEAMS AND LEADERS: MY APPROACH

- **Empowering Others:**

- "Leadership is about nurturing the success of others. By focusing on individual growth and leadership opportunities, I've helped multiple advisers achieve MDRT status."

- **Lead Management Systems:**

- "I developed structured lead management systems that integrate recruitment and performance tracking, boosting team productivity."

- **Low Attrition Strategy:**

- "Through an open and trust-based culture, we've maintained low adviser turnover, building a loyal and motivated team."



WHY ENGAGE JOEL SEAH AS A SPEAKER?



Real Practitioner Experience

Over a decade of hands-on leadership, building **successful advisory teams** and creating systems that scale.

Joel is candid with his wins and losses in his stint. Having known to be someone that speaks of facts whilst building positive messages, he leaves people feeling **energised whilst armed with strong actionable items**.

Prove Leadership

Joel's knowledge of leadership extends beyond theory—he has lived it. Through **inspiring real-world examples**, he shares actionable insights on leading high-performing teams, creating a strong organizational culture, and **cultivating future leaders**. Having Led multiple MDRT qualifiers and cultivated a **culture of low attrition and high performance** at Alpha Wealth Financial Advisers.

Entrepreneurial Success

Joel is a master at developing and growing **organisations**. He teaches practical strategies for recruiting top talent, building **sustainable business models**, and fostering long-term growth, making him an invaluable resource for organisations looking to expand or enhance their sales teams

Joel has also Co-founded and grew several service-driven businesses, leveraging his expertise in scaling teams and fostering leadership

Tailored Insights for Insurance Leaders

From keynote speeches to leadership workshops, Seah Joel adapts his message to meet the **unique needs of each audience**. Bringing real-world strategies for recruitment, retention, and leadership development tailored to the insurance industry

LET'S BUILD THE FUTURE TOGETHER

SPEECH OUTCOMES:

- Leaders will gain clear strategies to **develop agents** who **choose them daily**, just like customers choose brands they trust.
- Leaders will understand how to **build systems** that **empower agents** to take ownership, **fostering loyalty** and **driving results**.
- Leadership development will result in stronger team cohesion, **higher retention**, and **improved performance** across the board.

