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Make the shift: Former navy officer to agent of life

By AAN team | 25 Aug 2021

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In this series, we hear from our agents of life who have joined us from different industries, who share insights on how their skills have helped them learn new tricks, and how they are contributing to their client's lives in a valuable way.

Here is the story of Tan Jian Long who has made the shift from being a navy officer.

1. What motivated you to make the shift?

"I was going to start my own family and also wanted to have more time to take care of my parents who have retired. I wanted a career that is not desk-bound and provides the time- flexibility for me to manage my family and work."

2. How has your past vocation helped you in your current career with Great Eastern?

"As a former navy officer, I learned to plan ahead and have a contingency plan for everything. This has helped me in business meetings with my clients as I would be well-prepared to respond to their requests and meet their needs."

3. Why be an agent of life at Great Eastern?

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"I want to help others to achieve their financial goals. I also enjoy the training opportunities at Great Eastern that enable me to excel in my job. For example, I was enrolled in the Great Eastern Mastery of Success Club (GEMS Club) in 2019. This programme honed my public speaking and engagement skills with both prospects and clients. I appreciate that the company offers various training programmes so that I can continue to develop my career potential, which is important to me."

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