

## Practitioner Director Risk Nominee

### Jason Kilworth

#### Professional Competencies – KEY

I'm was on the One Network Executive under Asteron Life for a 4 year term but currently Vice Chair of the TripleA Board. I've been involved in the governance of this association for the last 6 years. There has been a great deal of personnel change over this time which has been great for the association as a whole. New directors bring new energy, ideas, relevance and expertise. The TripleA is mainly an association for the small independent adviser/adviser business. As an association we have been involved in policy development by providing feedback when and where necessary on behalf of our adviser members.



From a financial perspective, I have a business degree from Canterbury University (and some post graduate management papers through Lincoln University) but most of my real learning has come in the form of commercial experience overseas with Diageo, then working for an insurance company before owning and operating my own business and providing advice to clients in the business insurance space where financial literacy is critical. By business insurance I mean both commercial general insurance and also shareholder, key person and loan related insurances. Due to my past association with Asteron Life, I have been involved to a degree in product development and process development – example being helping with the development of the online electronic application Asteron have created through Asteron Connect and the success this has had since it's launch 2 years ago.

Currently an RFA, I am completing the Level 5 NZFSC v2 Core Strand (have started), Life and Health Strand and the Investment Strand over the coming 12 months. I have been on numerous business and general life related insurance courses and have also branched out into commercial insurance as well.

My business has some online presence through LinkedIn but most of the business we get is by personal contact or referrals; probably more so now than ever. New Zealand LifeBrokers is fairly IT technical with CRM, quoting tools, applications and client specific information being electronic and in the Cloud. I have no trained legal expertise but possibly by osmosis, have learnt a great deal through my legally trained wife.

**Bio – [LinkedIn Jason Kilworth](#)**

#### Personal Competencies - Key

Probably like many of us, I give back to the community mainly through sport, coaching both rugby and cricket at a junior level through to U17 and being on a rugby club committee helping with the regular challenges local sport has with funding and participation.

For the association board I am on, there has been many challenges in personnel, direction, relevance and financial position. There have been critical moments along the way where you have to stand up for what you believe, some of which was not been without conflict.

I do find it easy to meet people and I would hope that most people who meet me find me engaging, interesting, honest and trustworthy. I moved to Nelson 10 years ago not knowing many people and not having any clients in Nelson. I now have a solid presence whilst still growing my business in Christchurch. This was, I have to admit, outside of my comfort zone, but definitely worth the discomfort!

Where I don't have a strong opinion about subjects, I prefer to sit back and listen. When I do have an opinion, then I do like debating the issues at hand not afraid to put my perspective forward but equally, I think I also listen and take on board what others say. There is the right answer in there somewhere!

My business is always developing – be it compliance, processes, security, technology or information – the business has changed for the better in the last 18 years.

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Click the image below to view Jason's video in support of his nomination

