

SAMPLE FACT FIND QUESTIONS

For Advisers

April 2024

AIA Vitality

There are many ways to determine if AIA Vitality is suitable for your client. Here are some suggested Fact Find questions that you may be able to integrate into your existing questionnaire to assist in identifying clients that may align with the AIA Vitality program.

Question	Absolutely	Possibly	Not at all	Not sure/ Not applicable
1. When considering goals that are most important to you and your family, is improving health and wellbeing in your top three?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Improving health and wellbeing is crucial, not only for longevity but quality of life. How likely are you to adapt behaviours to improve your quality of life?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Do you go to a gym or participate in regular physical activity?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Do you have domestic or international travel plans for the foreseeable future?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Do you currently possess, or actively use, a wearable fitness device?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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