



## ETHEL VILLAPANDO

Health Care Consultant and  
Head of Healthcare: Philippines

“Hard work and dedication are the keys to success. Without it, even the greatest talent can fall short”

- Unknown

### PROFESSIONAL ACHIEVEMENTS

- | Million Dollar Round Table (MDRT) Member
- | Consistent Top Seller for Global Health Access/ AXA Philippines
- | Head of the Agents & Brokers Department/ Blue Cross Insurance
- | Head of Manila Healthcare Sales Team at Austen Morris Associates: Philippines for almost 2 decades.

### PERSONAL ACHIEVEMENTS

- | An active member and contributor to her church's missions and ministry.
- | A certified beach junkie, she enjoys weekends with family and friends at her newly acquired beach house.
- | Proud furmom to Kimchi, a 3-year-old shih tzu.
- | A pickleball enthusiast.

Ethel Villapando is a seasoned professional in the healthcare industry with over 20 years of experience under her belt. Throughout her career, she has helped hundreds of individuals and families navigate the complex world of health insurance.

Her extensive knowledge of the healthcare system and insurance policies has made her one of the sought-after experts in her field. She has worked with major insurance providers both local and international and has earned a reputation as a trusted and reliable healthcare insurance advisor.

What sets her apart is her passion for educating her clients about the importance of health insurance. She is committed to helping individuals and families make informed decisions about their health and wellness.

She works tirelessly to find the right insurance plans that meet their unique needs and budget. She is dedicated to providing the best possible service to her clients and always looking for ways to help them stay informed and up-to-date on the latest developments in the healthcare industry.

### AREAS OF SPECIALIST FOCUS

- | Assessing clients healthcare needs, including preventative care, chronic disease management and recommendations of appropriate coverage levels
- | Assisting clients with potential upcoming medical procedures
- | Providing on-going support client support
- | Providing guidance, support and advocacy to clients ensuring they are informed, equipped and confident in making decisions regarding their healthcare insurance needs

### PRIVATE WEALTH MANAGEMENT

- | Retirement Modelling & Planning
- | Estate Planning & Fiduciary Review
- | Quantitative Portfolio & Fund Analytics
- | International Tertiary Education Planning
- | Direct International Property Investments
- | UK & US Pension Planning & Transfers
- | Portfolio Gearing & Sophisticated Investments
- | Mutual Funds & Exchange Traded Funds
- | Direct Share Investments
- | Investment Bank Products
- | Employee Benefit Schemes
- | Business Assurance
- | Health Care