



## **Association of Home Office Underwriters**

### **2009 'Charles A. Will Award' Winner**



**Yongfu Chen, MD, FALU, FLMI  
China Pacific Life Insurance Co. Ltd.**

Yongfu Chen of China Pacific Life is the 2009 Charles A. Will Award winner! He achieved the highest average score on the ALU series of exams. This award is named in honor of Charles A. Will, who was instrumental in developing a formalized education program for the professional home office underwriter. Mr. Will also authored "Does it Make Sense," a text that encapsulated the process of decision making for underwriters

He has received a copy of Ross Morton's updated version of Mr. Will's book, "Again, Does It Make Sense" and a specially-framed FALU diploma has been given to him. He attended the 2010 AHO conference in San Antonio Texas with payment of his travel expenses (airfare and hotel) and registration fee by the ALU.