



 Kyriakos
Chatzistefanou

Curriculum Vitae

Kyriakos commenced his insurance career at Alico (A.I.G Group) in 1992, which was later renamed MetLife in 2011 and merged with NNHellas in 2021/22. He holds a degree in Junior Accounting, a Diploma in Management from Kingston University obtained in 2007, and a Diploma from the Chartered Management Institute (CMI) earned in 2008.

As a Life Member of the Greek Circle of Successful Agents of MetLife, he has been distinguished five times, consistently ranking first in contract persistence in Greece, Europe, and Worldwide. He actively participates in numerous company training conferences to date.

In 2009, Kyriakos was appointed by MDRT (Million Dollar Round Table, The Premier Association of Financial Professionals) as the Area Chair for members in Northern Greece until 2013. Subsequently, from 2013 to 2014, he served as the Country Chair of Members in Greece. His tenure was extended for the years 2016 to 2018. In 2020, he was appointed by MDRT as the Zone Chair for members of the European Zone 2020-2022 and continued as the Region Chair Europe – Oceania 2022-2024. He became an MDRT Life Member in 2017.

Since 1999, Kyriakos has been a member of the Alico and MetLife Training Academy in Greece, leveraging over 25 years of experience in delivering seminars, lectures, and speeches worldwide for his company and the insurance market. His expertise spans the entire insurance sales cycle, offering comprehensive knowledge of every stage and aspect.

His focus was and is on developing effective tools to support insurance advisors. Through curated seminar-style training sessions, he infused learning, empowerment, and motivational methodologies among participants. The overwhelmingly positive feedback from participants underscores the significant impact of these initiatives.

His significant professional achievements include winning the "G. Skaligou" morality award in 2007 and being featured in the Gallery of Stars of MetLife, considered one of the highest honors for an insurance consultant within the company.

Kyriakos has been recognized for his contributions to the insurance industry by speaking at conferences both in Greece and abroad for many years. Since 2018, he has been a speaker at MDRT's annual conferences in the USA.

He is married to Pulcheria, a Kindergarten Teacher, and Medical Laboratory Technician, and they have two children, Foteini and Panagiotis.

His favorite motto is: "We are only limited in our mind by the boundaries we set".

Author Work - <https://noboundaries.chatzistefanou.com/booken/>

In 2009, he co-authored the book "19 Stars Insurance Leaders" with his colleague Mr. Dimitrios Kastrinakis, published by "Financial Forum" in Greek.

In 2020, Kyriakos authored his book "Philotimo," published by "Financial Forum" publications.

In 2022, he published his book "Referrals! Is your fingerprint strong enough?" in Greek, English, and Polish through "Disigma" Publications for Worldwide distribution and the "Financial Forum" publications for Greece. His books are included in numerous libraries worldwide, including those in the United Kingdom, Argentina, and California.

WEBSITES: <https://chatzistefanou.gr/>, <https://chatzistefanou.com>, <https://noboundaries.chatzistefanou.com/>