

A Strategic Partnership between MII and Lawrence Walter Seminars

SIME DARBY CONVENTION CENTRE, KUALA LUMPUR
24 SEPTEMBER 2018 (Monday) | 9.00 am to 5.00 pm



THE MALAYSIAN
INSURANCE INSTITUTE



LAWRENCE WALTER SEMINARS®
LWS STRATEGIC GROUP

R.A.C.E TO BE AN INSURANCE AGENTS FINANCIAL PLANNERS MILLIONAIRE

MODULES

- R.A.C.E. Mindset Towards Great Success
- Speed Selling Skills To Increase Closing Rate
- Verbal Taichi Objection Handling to transform "NO" to "YES"
- Master Closer Technique to Increase Productivity

RATES

Early Bird Special
(till 31st May 2018)

RM 900 Per Pax

1st June 2018 – 30th June 2018

RM 1,100 Per Pax

1st July 2018 – 14th July 2018

RM 1,700 Per Pax

Register 4 get 1 FREE



Dato' Dr Lawrence Walter Ng
International Chief Master Trainer
Chief Motivational Strategist

32 years experience in training and developing people. Author of 8 books on Passion, Sales & Winning Mindset. He has personally spoken to more than 2,000,000 participants. He is extremely inspiring & full of energy.



Dato' Sri Mahadi BZ
Chartered Master Trainer

Chartered Master Trainer in Lawrence Walter Seminars. Through his experience and research, he created the concept of "Power to Believe" which focuses on how to committed & achieve Extraordinary Performance in their company. He is currently a Double TOT.



Omar Stirling
Chartered Master Trainer

Winner of the AUM Award is a Chartered Master Trainer in Lawrence Walter Seminars and his energetic style has won the hearts and mind of participants. Author of Be Motivated Forever.

BENEFITS

- Higher rate of new agents to be active
- Increase number of MDRT achievers
- Create many more COT & TOT agents
- Highly improve Takaful penetration levels.
- Make the Malaysian Takaful industry known as the world class leader

OBJECTIVES

- Move new agents to their first 100k fyp
- Move active agents to MDRT
- Move MDRT agents to COT & TOT
- Drive Takaful from 12% to 20% penetration
- Increase more bumiputra agents to reach world class levels & recognition

TARGET AUDIENCES

- Life insurance Agents who want to achieve MDRT within 6 months
- Life insurance Sales Leaders who want to lead the agents and acquire mindset to guide their team to do well
- BDM, Co-ordinators for Principal companies to learn how to guide their channel

24 September 2018, 9.00am - 5.00pm | Sime Darby Convention Centre, KL

REGISTRATION FORM

No	Name	Designation	IC Number
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			

Company / Institution : _____

Address : _____

Tel No : _____ **Fax No :** _____ **Email :** _____

PAYMENT OPTIONS *(Please tick (✓) method of payment)*

Cash Payment

Enclosed is a Bankdraft / Money Order no. for RM _____ made payable to The Malaysian Insurance Institute.

Direct Bank In to MII account : **2-64160-00004670**
RHB Bank Bhd. G129, Ground Floor, Bangsar Shopping Centre, 285 Jalan Maarof, Bangsar, 59100 Kuala Lumpur, Malaysia.

Telegraphic Transfer in USD to MII account : **6-14165-00000321**
RHB Bank Bhd. G129, Ground Floor, Bangsar Shopping Centre, 285 Jalan Maarof, Bangsar, 59100 Kuala Lumpur, Malaysia.

Please charge RM _____ to my credit card. VISA MASTER

Card number : cvv no:

Expiry date : _____ Cardholder's signature : _____

Note :

1. Price quoted inclusive of 6% GST
2. Payment to be made payable to "The Malaysian Insurance Institute" 30 days before the commencement of the programme.
3. Participants will not be registered for the programme until payment is received.
4. We wish to inform that MII does not accept personal cheques.

REGISTRATION POLICY

- Completed registration form together with payment to reach MII at least 5 working days before the course date.
- Reservation can be made by email or fax. MII practices a non credit policy. As such, all companies and individuals are required to make payment before the commencement of the course. But confirmation for places is subject to availability of seat.
- MII reserves the right to reschedule, change the trainer, modify the course content or cancel the course due to unforeseen circumstances without prior notice.
- Contact person or participants will be notified through the email, fax or phone on the status of the course.
- Any cancellation(s) received within 5 working days before commencement date of the course is not allowed and an administration fee of RM 200 will be charged for each participant. However, replacement of participant(s) is accepted.

DECLARATION

Important Notice

In regards to **Personal Data Protection Act 2010** ("the Act"), please note that your personal data is used, stored, disclosed and processed by MII solely for the Purpose of registering training courses and/or in connection to other MII products or services. Your personal information may also be disclosed or transferred to relevant third party i.e to the industry related associations, industry related companies, government agencies and any of their respective agents. Any inquiries or complaints with respect to your personal information may also be channeled to MII by submitting such request to MII via post, email (customercare@mii.org.my) or facsimile (03-2093 9287).

Applicant's declaration

I am deemed to have consented to MII to use, store, disclose and process my personal data for the Purpose mentioned above and agree to comply with and be subject to the jurisdiction of all rules and regulation of MII concerning the training courses.

Applicant's Signature : _____ Date : _____