

Hotel Istana, Kuala Lumpur  
14 JULY 2018 (Saturday) | 9.00 am to 5.00 pm



# 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 31<sup>st</sup> May 2018)

RM 900 Per Pax

1<sup>st</sup> June 2018 – 30<sup>th</sup> June 2018

RM 1,100 Per Pax

1<sup>st</sup> July 2018 – 14<sup>th</sup> 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

# RACE TO BE AN INSURANCE AGENTS FINANCIAL PLANNERS MILLIONAIRE

14 July 2018, 9.00am - 5.00pm | Hotel Istana, Kuala Lumpur

## 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 : 

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 cvv no: 

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Expiry date : \_\_\_\_\_ Cardholder's signature : \_\_\_\_\_

### Note :

- Price quoted inclusive of 6% GST
- Payment to be made payable to "The Malaysian Insurance Institute" 30 days before the commencement of the programme.
- Participants will not be registered for the programme until payment is received.
- 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 : \_\_\_\_\_