

A Strategic Partnership between MII and Lawrence Walter Seminars

Hotel Istana, Kuala Lumpur

14 JULY 2018 (Saturday) | 9.00 am to 5.00 pm



THE MALAYSIAN INSURANCE INSTITUTE



LAWRENCE WALTER SEMINARS® LWS STRATEGIC GROUP

R.A.C.E

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

TO BE A INSURANCE AGENTS FINANCIAL PLANNER 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



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
Winner of the AUM Award
Chartered Master Trainer

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

