

LIVE & INTERACTIVE ONLINE TRAINING

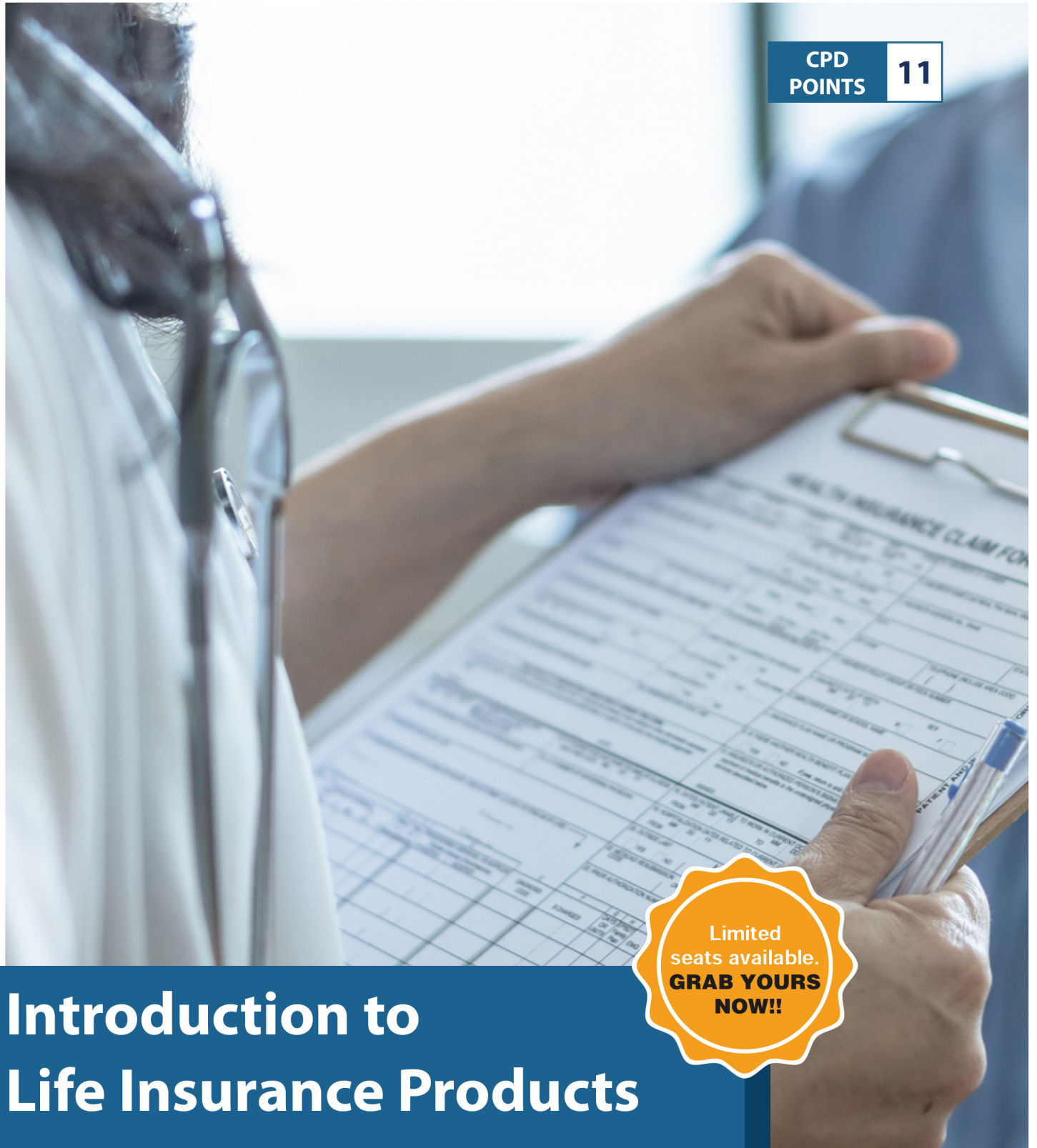
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THE MALAYSIAN
INSURANCE INSTITUTE

CPD
POINTS

11



Limited
seats available.
**GRAB YOURS
NOW!!**

Introduction to Life Insurance Products

Training Programme No. 10001150530

4 - 5 July 2022

9.00 a.m. - 4.00 p.m. (Malaysia Time)

Registration Closing Date: 3 July 2022

COURSE CONTENT

Day 1

- History
- Life Insurance Products - Worldwide
- Types of Life Insurance Products
- The Pricing Strategy of Life Insurance Products
- Introduction to New Product Development and Product Life Cycle Strategies
- Reasons for New Product Failures
- Main Stages in New Product Development:
 - Idea Generation
 - Idea Screening
 - Concept Development and Testing
 - Concept Development
 - Business Analysis
 - Market Strategy Development
 - Product Development
 - Product Implementation
 - Post Implementation Review

Day 2

- Definition of Basic Plans
 - Individual
 - Group
- List of Basic Plan
 - Endowment
 - Term insurance
 - Whole Life
 - Investment Link
 - Annuity
 - Hospital and Surgical
- Definition of Riders
 - Total Permanent Disability
 - Term Rider
 - Accidental Death Benefit
 - Hospital Income Benefit
 - Waiver of Premium
- Standard Policy Provision
 - Basic Plan - Individual
 - Basic Plan – Group
 - Riders

LEARNING OUTCOMES

At the end of the course, participants will be able to:

- Understand the basic concept of Life Insurance products.
- Understand the basic cycle of product development.
- Understand the types of riders.
- State the structure of life insurance policy provisions contracts.



PROGRAMME DETAILS



Date: 4 - 5 July 2022
Time: 9.00 a.m. – 4.00 p.m. (both days)
Lunch Break: 12.30 p.m. - 2.00 p.m.
Registration Closing Date: 3 July 2022



Early Bird (Register before 21 June 2022)

MII Member

RM680 (Single), RM630 (Group)

Non Member

RM850 (Single), RM800 (Group)

International

USD200 (Single), USD180 (Group)

Scan the QR Code or click [HERE](#) to register:



Normal Fee

MII Member

RM750 (Single), RM700 (Group)

Non Member

RM900 (Single), RM850 (Group)

International

USD230 (Single), USD200 (Group)

TARGET AUDIENCE

- New entrants in the insurance companies / Takaful operators
- Newly recruited agents

TRAINER'S PROFILE



ELWIN LAU

B.Sc (Hons) (UK), MFP(Aust), ANZIIF(Senior Assoc), ChFC, CFP, RFP and Shariah RFP

Elwin has been actively involved in insurance industry for more than 25 years. He has held various positions as Manager of Underwriting, Branch Head and Head of Operations and Customers Service. He holds a Bachelor of Science (Honours) and a Master in Financial Planning. He is also a Senior Associate of The Australian Insurance Institute and New Zealand Institute of Insurance and Finance (ANZIIF).

He currently provides financial planning consultancy to both individual and business owners in the financial services industry. He serves as Treasurer of the Malaysia Financial Planners & Advisers Association.

He also conducts regular trainings in technical insurance with The Malaysian Insurance Institute (MII) and various other institutions in financial planning for professional examination. He is a certified trainer for MII, RFP programmes and CFP programmes..

Elwin is a Chartered Financial Consultant (ChFC), a Certified Financial Planner (CFP), Registered Financial Planner (RFP) and Shariah Registered Financial Planner (Shariah RFP).

CONTACT US

For further information or any inquiries related to this programme, please email us at sales@mii.org.my or call our Sales Officers:



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REGISTRATION POLICY

- Registration can be done via www.mii4u.org/ilms/user/login.
- MII practices a non credit policy. As such, all companies and individuals are required to make payment before the commencement of the course. However, confirmed seats are subject to availability.
- MII reserves the right to reschedule, change the trainer, modify the course content or cancel the course without prior notice.
- Participants or authorised contact persons will be notified of updates regarding the course through email, fax or phone.
- Cancellation after the closing date is not allowed.

HUMAN RESOURCE DEVELOPMENT CORPORATION (HRD CORP) TRAINING GRANT

Employers registered with HRD Corp are eligible for training grants through the SBL-KHAS scheme. The Company (Employer) is advised to submit the Grant Application through HRD Corp e-TRiS system:

- at least 7 working days prior to the commencement of the official training date; and
- approval from HRD Corp is obtained before the official training date as this will affect the claims submission upon completion of the training.

Note: Please be informed that Grant Applications that do not comply with HRD Corp requirements and timelines will be ineligible for claim of training grants through the SBL-KHAS scheme. Hence, programme fees are to be borne by the Company.

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 or email (customercare@mii.org.my).