

NEW HIRER TRAINNING – TEN FULL DAY COURSES

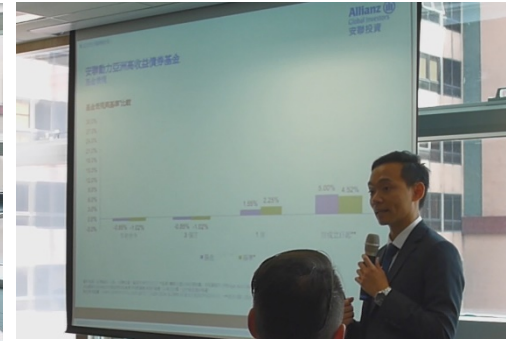
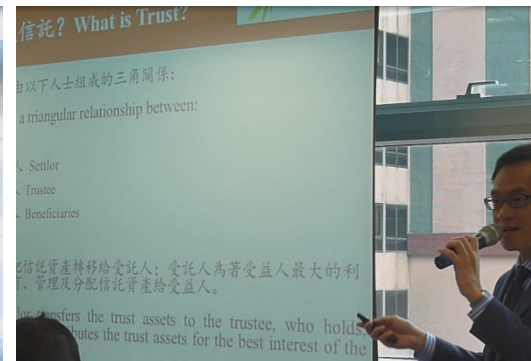
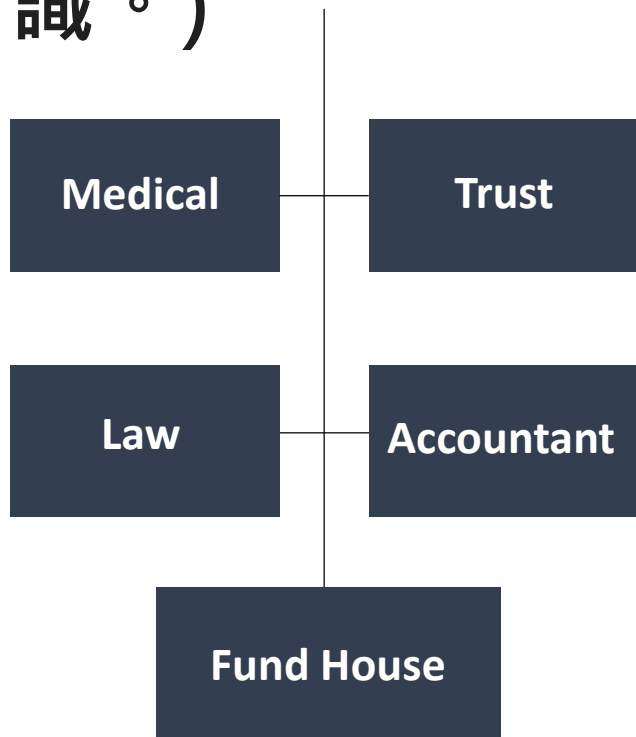
COURSE	JAN-DEC				
	1st week	2nd week	3rd week	4th week	5th week
	M T W T F	M T W T F	M T W T F	M T W T F	M T W T F
1 Introduction of District Platform & Sales Cycles					
2 Networking - Actual World & Vitrual World					
3 Professional Approach - Need Base Approach					
4 Professional Approach - Financial Analysis Approach					
5 Professional Approach - MPF Approach					
6 Professional Approach - Benefit Approach					
7 SLE 10					
8 PR PPTs					
9 SLE Premium Financing					
10 Objection Handling					
11 100% Closing Technique					
12 TM					
13 Uselect					
14 有樓萬事足					
15 全保					
16 CEO					
17 CI					
18 Annulity Product					
19 WP					
20 Revision					

ADVANCE TRAINING
830-1030 EVERY DAY

為期 **6個月** 區域培訓中心。



MORNING BRIEFING (小聰明同大智慧既分別，係知識。)



PM SCHOLARSHIP

Non-University Graduate



University Graduate



PORTFOLIO MANAGEMENT
DISTRICT

“ 只要跟住我地既方法一步一步咁做，
我地敢肯定，
你既Closing Ratio 會係100%。 ”

友邦資產管理區域創辦人
陳永業先生

