

Brainstorming 19 Oct 09

Just-Unique-Savvy-Trustworthy

Industry Updates

- FIMM Seminar
 - Speaker 1 – market is recovering
 - Speaker 2 - Very technical but not giving an example related to unit trust
 - Speaker 3 - Motivation talk, very inspiring
 - Coaching, recruiting – you will grow
 - Not to manage but to lead people so that people will follow you
 - Up to date with technology and leverage it – IT savvy, facebook, blog, etc
- Unit Trust Company rankings
- MTUC asked to revert 8% to 11% on the employee EPF contribution

Public Mutual Updates

- Wasiat Training
 - Fees = RM500
 - Commission = RM200
 - Commission when the wasiat implemented = 1% of wasiat value at that time
 - If RM1mill – you'll get RM?
 - If you have 200 clients, $200 \times \text{RM?} = \text{RM?}$
 - Why you need to have wasiat
 - Why you need to help your client to have wasiat

Public Mutual Updates (2)

- New EPF 9N – possible delay in implementation to Q1 next year. So don't tear your old forms.
- AS to become AM
 - Compulsory courses to attend
 - Personal Sales > 850k pts
 - Group Sales >2.5m pts
 - Recruitment >

Sales Activity

- Booth Promo
 - AEON Bukit Raja – Pay RM20/day to Farehin. 14 Dec 09 till 20 Dec 09 except 18 Dec 09 for Goal Setting Seminar at PM Cheras
 - Raimy 19 & 20
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 - Ampang Point – to liase with Zarina tentatively W? Nov 09
 - Wasiat talk for all investor at PM Cheras first Sat Nov 09
 - Email – Jas & Arif
 - sms template by Raimy to tease your client
 - Map – arif
- Wasiat promo
 - 7 Nov 09 10am-11am q&a
 - Makan – Ju handle
 - Pres material –
 - AM bagi RM20
 - UTC, AM bagi RM1 per client

Sharing Experience

- Tough Clients
- Repeat clients
- New clients

This is your business

- Yakin boleh vs hafalan yakin boleh
- Tanah liat vs batu bata
- Attend class, meeting kalau tak buat sales, kalau tak redah tanah liat tak masak...
 - Rapuh
- Yakin bukan dalam kelas sahaja
- Kita akan rasa sedih bila kita rugi – kita mau rasa sedih kita tak buat sales
- Your responsibility, your downline and your upline are helping you
- Do with love

Met Adam Mat Noor @ FIMM

- Work harder
- Sleep lesser
- Don't want to be ordinary
- Chameleon
- Have good support system from the wife and upline
 - Isi borang
- Selagi boleh jumpa client, jumpa sekarang