

INTERNSHIP & TRAINNING TESTIMONIAL

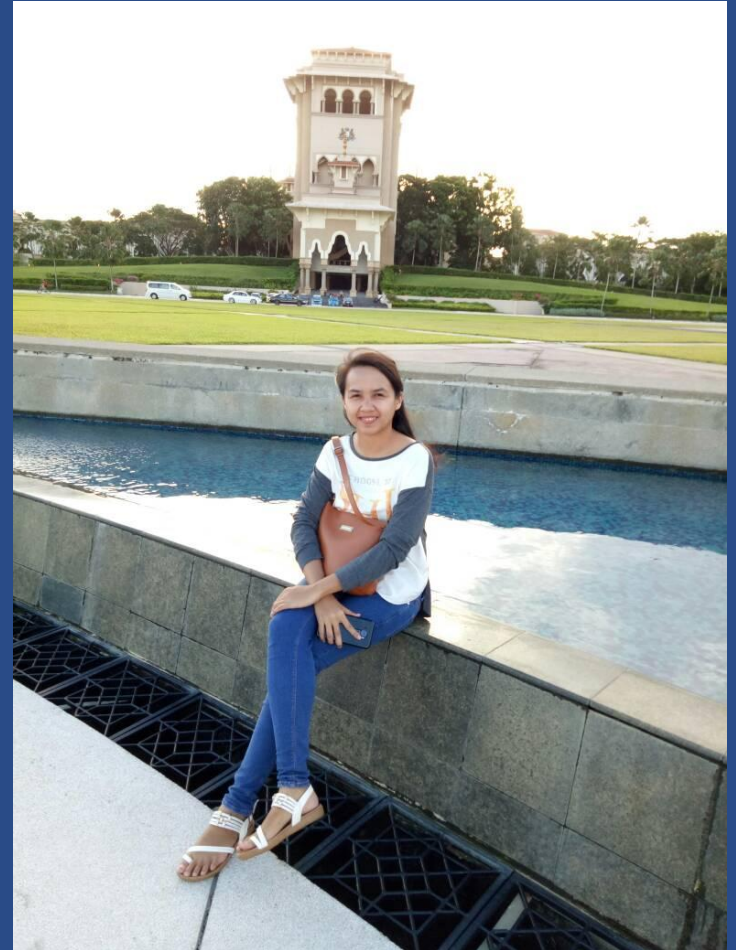
AVA WEALTH CONSULTANCY

03 JULY - 03 AUGUST 2016

By Edah Anak Deri



- Edah Anak Deri
- Bachelor Degree of Cognitive Science in University Malaysia Sarawak (UNIMAS)
- From Sri Aman, Sarawak



Week One Itinerary

03 - 09 July



Day	Date	Program
1	03/07/2017 Monday	1) SG Taman U Morning Meeting (GELM, 8:30am-10:00am) 2) Registration & show the hostel & self introduction 3) Sight seeing: UTM & Pulai Spring Visit 4) SG Bumi Weekly Meeting (GETB, 8:00pm-10:00pm)
2	04/07/2017 Tuesday	1) Official self introduction session 2) Seminar "Built Your Career in Financial Planning Industry" with Q&A 3) Gelsis & Getbis & eSub installation 4) Free night time to visit Aeon & U Mall
3	05/07/2017 Wednesday	1) SG Bumi Morning meeting (GETB, 9:30am-11:00am): Get to know 1 agent or officer 2) Assignment 1: "My Dream Board" 3) Explain on "Agent Preparation Check List" 4) Ice Breaking Games
4	06/07/2017 Thursday	1) SG Taman U Morning Meeting (GELM, 8:30am-10:00am)/ "Family Takaful vs General Takaful" 2) GELM Kluang PEP Y1 M2 (Mandarin) 9am-5pm 3) GETB Takaful Products: "ILP Basic Plan i-Great Damai & its Riders" 4) SG Nusa Booth Project Weekly Meeting
5	07/07/2017 Friday	1) Class monitor review 2) The Basic of Financial Planning 3) Risk Management Technique
6	08/07/2017 Saturday	1) GETB members: Sultan Abu Bakar Mosque/ Zoo/ JBCC Visit 2) GELM members: SR JB Mandarin MIP at Thistle Hotel 3) R&F Princess Cove, Danga Bay, Mahkota Sultan visit 4) Nasi lemak dinner at Restoran Mana Lagi
7	09/07/2017 Sunday	1) Cashflow Game (10am-2pm) 2) Free day

Week Two Itinerary 10 - 16 July



Day	Date	Program
1	10/07/2017 Monday	1) Protection Planning: TPD, Income Replacement, Family Security, Medical/ Healthcare Planning, 2) Debt Cancellation Planning 3) Saving & Investment Planning
2	11/07/2017 Tuesday	1) GETB members: GETB product knowledge: ILP Riders, Iqra, Mega 2) GELM members: GELM Product Knowledge: SPE2, CIBR, SEPCC 3) SG Taman U Weekly meeting (GELM, 7:30pm-9:30pm)
3	12/07/2017 Wednesday	1) Relationship Account: "Liability Employee" vs "Asset Employee" 2) PCE & CEILLI & TBE discussion session
4	13/07/2017 Thursday	1) Sales kit & name tag 2) PCE & CEILLI & TBE self study 3) Mission Statement in My Dream Board 4) PCE & CEILLI & TBE discussion session
5	14/07/2017 Friday	1) Sales Cycle: Relax 2) Project 100 3) GE JB MDRT Talk 4) Movie treat: Lucy
6	15/07/2017 Saturday	1) SR COP for GELM members 2) Pasar Taman U open conversation with stranger 3) Free day
7	16/07/2017 Sunday	1) Sight seeing learning trip: Forest City, Kota Iskandar, Puteri Harbour, Legoland. 2) SR COP for GELM members

Week Three Itinerary 17-23 July



Day	Date	Program
1	17/07/2017 Monday	1) Sales Cycle: Disturb, Release, Close 2) Role Play: Disturb 3) Coach 60 4) SG Bumi Weekly Meeting (GETB, 8:00pm-10:00pm)
2	18/07/2017 Tuesday	1) Sales Presentation with Your Sales Kit 2) Role Play 3) SG Taman U Weekly meeting (GELM, 7:30pm-9:30pm)
3	19/07/2017 Wednesday	1) Getbis/Gelsis & eSubmission 2) Claim experience & mission to be a good servicing agent 3) Group Assignment discussion & powerpoint preparation
4	20/07/2017 Thursday	1) GELM members: GELM Product Knowledge: GVC & GEVC 2) GETB members: Role Play: ABCD Comprehensive Takaful 3) Assignment 2: Recruiting powerpoint compilation 4) MLTA vs MRTA concept, OCBC Housing Loan Referral Program & GE-OCBC
5	21/07/2017 Friday	1) GETB members: Remaining of GETB products 2) GELM members: Remaining of GELM products 3) GELM members: Meeting with SG Tmn U Sarawak members
6	22/07/2017 Saturday	1) Free morning 2) Mandarin speaking members: New York Hotel Super Day 3) BM speaking members: GE JB Raya Super day 4) Visit Syiqqa's open house
7	23/07/2017 Sunday	1) Pasar Taman U open conversation with stranger 2) Movie treat: Inception 3) Free day

Week Four Itinerary 24-30 July



Day	Date	Program
1	24/07/2017 Monday	1) Business entities & its potential risk: Sole Proprietor, Partnership, Sdn Bhd, Bhd 2) Trust: Insurance Trust & Business Succession Trust & Private Trust 3) Keyman Liability Cancellation Program & Keyman Insurance 4) SG Bumi Weekly Meeting (GETB, 8:00pm-10:00pm)
2	25/07/2017 Tuesday	1) How to introduce yourself with your name card 2) Types of credit card 3) Will /Wasiyyah writing/ Grant of Probate & Letter of Administration 4) SG Taman U Weekly meeting (GELM, 7:30pm-9:30pm)
3	26/07/2017 Wednesday	1) Direct Approaching Skills & Role Play 2) UTM Approach or Shop Approach 3) General insurance - Car Ins, Travel PA, PA
4	27/07/2017 Thursday	1) Visit KL GE HQ, PJ Icon City & Melaka
5	28/07/2017 Friday	1) Recruitment To Success 2) Agent maintenance & promotion criteria 3) PRSTPm & RTMM
6	29/07/2017 Saturday	1) Cashflow Game (10:00am-1:00pm) 2) Visit Aeon Tebrau & Austin Suites: swimming (6.00pm-12.00am)
7	30/07/2017 Sunday	1) Sight Seeing: Tanjung Piai & Kukup Visit (10.30am-5.00pm) 2) Tee May Chee house visit

Week Five Itinery

31 July-04 August

Day	Date	Program
1	31/07/2017	1) NLP-Master Your Destiny 2) Farewell buffet lunch at Double Tree By Hilton Hotel JB 3) Assignment 3: Testimonial 4) SG Bumi Weekly Meeting (GETB, 8:00pm-10:00pm)
2	01/08/2017	1) NLP-Master Your Destiny 2) SG Tmn U Weekly Meeting (GELM, 7:30pm-9:30pm)
3	02/08/2017	1) Share Investment 2) REIT, Unit Trust/ Mutual Fund Investment 3) Candidate Presentation: Dream Board & Testimonial
4	03/08/2017	1) SG Taman U Morning Meeting (GELM, 8:30am-10:00am) 2) Certificate presentation ceremony & best candidate award 3) Candidate Presentation: Dream Board & Testimonial
5	04/08/2017	1) Empowering Property Investment Strategies 2) Discussion on Project 100





Why you must join this Internship Training?

- AVA Internship Training provide candidates with best facilities and comprehensive hostel
- Able to learn about financial management that we never know from school/university
- Very fun and enjoy internship that we never had from other organization
- Have a chances to visit Corporate Offices



Wrap Up!

Certificate Ceremony



Special Thanks!

To Mr Andy, I would like to thank you very much for giving me this opportunity to learn something new and gain very best experiences at Johor Bahru. Thank you for sharing your successful stories that make us feeling motivated to started a new chapter in life. Besides, i also connected with my new friend from different state in Malaysia. Lastly, thank you also to your team Super Group members for giving and guide me so much about this industry.

IF NOT NOW THEN WHEN?
IF NOT YOU THEN WHO?
NOTHING IS IMPOSSIBLE!

edahderi2017

