

INTERNSHIP PROGRAM AND FINANCIAL PLANNING TRAINING



TESTIMONIAL BY :

MUHAMMAD HAIRUL HAIKAL BIN ABDUL RAHIM

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My Details :

- ▶ Muhammad Hairul Haikal Bin Abdul Rahim
- ▶ From Johor Bahru, Johor
- ▶ Students from Universiti Malaysia Terengganu
- ▶ Pursue in Bachelor of Science (Financial Mathematics)



What have I learned during my internship

- ▶ Learn about Great Eastern Takaful product and information.
- ▶ Learn how to use Getbis, E-submission and CFF form.
- ▶ Improve my communication skills.
- ▶ Learn about sales cycle.
- ▶ Pass TBE exam.
- ▶ Learn how to present the sales kit well.
- ▶ Learn how handle objection.
- ▶ Gain knowledge from senior and their secret skills.



Visiting new places

Instead of only attending classes, we also given the opportunity to visit several places in Malaysia. Below are the places that we have visited :

- ▶ UTM
- ▶ Forest city
- ▶ Legoland
- ▶ Puteri Harbour
- ▶ SG Yong Peng
- ▶ Steven & Grace office (Bukit Gambir)
- ▶ SG Maluri
- ▶ Mall Great Eastern (Kuala Lumpur)
- ▶ Bank Negara Malaysia
- ▶ Pulau Waterfall
- ▶ Pinetree Hotel (Batu Pahat)
- ▶ SG Batu Pahat

UTM

Pulai Waterfall

Legoland

Puteri
Harbor

Pinetree Hotel

SG Bukit
Gambir

Places Visited

SG Batu Pahat

Mall Great Eastern
LIVE GREAT SPACE

Bank Negara
Malaysia

SG Yong Peng

SG Maluri

Activites Provided

- ▶ Cashflow game
- ▶ Weekly meeting
- ▶ Review session
- ▶ Sharing session
- ▶ TBE exam
- ▶ Watching movies
- ▶ Role play
- ▶ Bank attack
- ▶ Booth Project

TBE Exam



Booth Project



Movies



Review session



Weekly Meeting

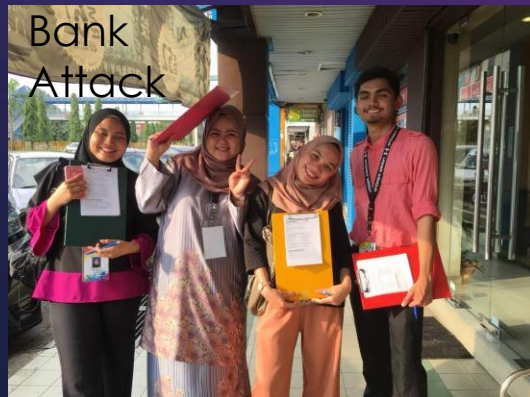


Activities Provided

Cashflow Game



Bank Attack



Sharing session



Role Play



For those who see this slide

- ▶ This internship program is useful and create job opportunity to build your own career.
- ▶ This industry give you the freedom of time.
- ▶ This internship will expose you about the benefits of takaful.
- ▶ This program will improve your communication and handling skills.
- ▶ This industry encourage you to be more friendly.

Appreciation

- ▶ A very thank you to Mr. Andy Lim and Miss Violet Lee for showing the path that I'm looking for.
- ▶ Thanks to all seniors that always guide and taught us many advices and skills to be more friendly with strangers.
- ▶ Thanks to my family because always supports me no matter what industry that I chosen.
- ▶ Special thanks to all my fellow internship friends. I love you all so much. Thanks for all of the memories.
- ▶ From this training, I set my goal high and see bright future ahead.