

AVA INTERNSHIP TESTIMONIAL PROGRAM

By: Nurul Syasha Amira Binti Nordin Ahmad





PROFILE

Name: Nurul Syasha Amira Binti Nordin Ahmad

Nickname: Syasha

University: Universiti Pendidikan Sultan Idris (UPSI)

Course: Bachelor of Business Admin. In Financial Services

Hometown: Ulu Tiram, Johor

Internship period: 16 weeks (1/3/2021 – 18/6/2021)

VALUABLE LESSON THAT I HAVE LEARNT

- Gain knowledge about the basic of Financial Planning
- Improved my confident skills and time management
- Enhance time working ability
- Learn the process of recruitment and bookkeeping

ACTIVITIES EXPERIENCES:

MORNING
AND NIGHT
MEETING

CASH FLOW
GAMES

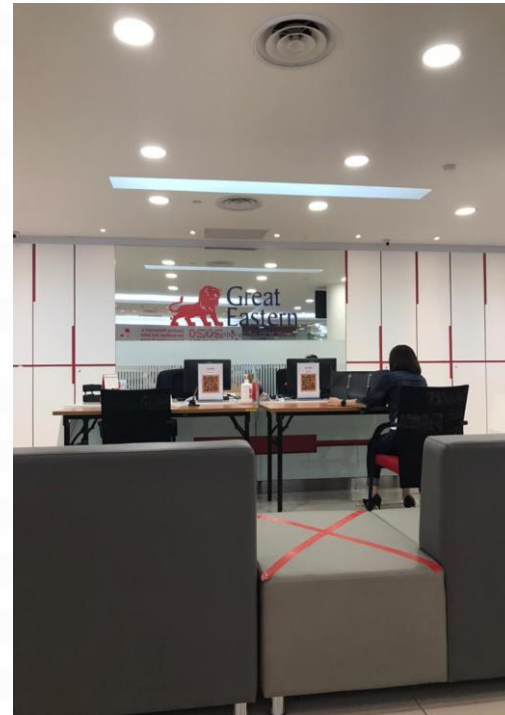
VISIT GREAT
EASTERN AT
SOUTHKEY

JOIN
SEVERAL
CLASSES
PROVIDED

CASH FLOW GAMES



VISIT GREAT EASTERN AT SOUTHKEY, JOHOR BAHRU



JOIN SEVERAL CLASSES THAT HAVE BEEN PROVIDED

COMPULSORY TRAINING



Get Power Start 1 (GPS1)

A compulsory training for new agent to help them learn about marketing cycle to help kick-start their business.

DATE	TIME
4-5 May	9.00 AM – 12.00 PM
4-5 May	2.00 PM – 5.00 PM
6-7 May	9.00 AM – 12.00 PM
10-11 May	9.00 AM – 12.00 PM
20-21 May	9.00 AM – 12.00 PM
20-21 May	2.00 PM – 5.00 PM
24-25	9.00 AM – 12.00 PM

**MAY
2021**

Get Power Start 2 (GPS2)

A compulsory training for 2nd year agent to help them with the application of financial needs analysis through proper fact-finding.

DATE	TIME
3-5 May	9.00 AM – 12.00 PM
3-5 May	2.00 PM – 5.00 PM
24,27,28 May	9.00 AM – 12.00 PM
24,27,28 May	2.00 PM – 5.00 PM

NEW AGENT TRAINING



Module 1: Prospecting Warm Market

An optional training to help agents identify their prospect and make the best strategies for their continuous business.

DATE	TIME
14 June	9.00 AM – 12.00 PM

**JUNE
2021**

Module 2: Approaching Warm Market

An optional training to help agents learn how to make an effective approaching with prospect and set appointment.

DATE	TIME
21 June	9.00 AM – 12.00 PM

Module 3: Fact Finding

An optional training to help agents increase their ability to educate and convince prospect, gather relevant information, and conduct need analysis using MPOS.

DATE	TIME
28 June	9.00 AM – 12.00 PM

GREAT EASTERN TAKAFUL BERHAD
PRESENT

OPS VIRTUAL CLUBHOUSE
SESSION 1

20 MAY
2 PM
WEBEX

AGENDA

- 2.00 PM - 2.15 PM : Opening Remarks by CEO
- 2.15 PM - 2.30 PM : Opening Speech by Pn Norizan
- 2.30 PM - 2.45 PM : OPS Virtual Clubhouse introduction by Allen Tan
- 2.45 PM - 3.30 PM : OPS to present:
 - i) Enhancements overview (OPS & IGIT)
 - ii) iGIT Updates
- 3.30 PM - 4.00 PM : Q&A Session with Agents

Register via lamp: i-GreatPartner > Applications > LAMP > Browse Catalog > GETB:(e) Un-Structured CPD Courses > OPS Virtual Clubhouse

#ACCELERATETOGETHER

NEW AGENT TRAINING



Module 4: Presenting Solution

An optional training to help agents identify their prospect and make the best strategies for their continuous business.

DATE	TIME
6 May	2.00 PM – 5.00 PM

**MAY
2021**

Module 5: Asking For Commitment

An optional training to help agents learn how to make an effective approaching with prospect and set appointment.

DATE	TIME
19 May	9.00 AM – 12.00 PM

Module 6: Certificate Delivery

An optional training to help agents increase their ability to educate and convince prospect, gather relevant information, and conduct need analysis using MPOS.

DATE	TIME
25 May	2.00 PM – 5.00 PM

VALUABLE MEMORIES





THANK YOU AVA WEALTH CONSULTANCY, FOR GIVING ME SUCH A GOOD WORKING
EXPERIENCE AND MEMORIES