

For **YEAR 1** Advisors only

Sun Most Respected Advisors (MRA)

Kick-start your Takaful business here with SLM in this workshop!

DATE	TOPIC	TIME	CONTENTS	OPENED FOR	PLATFORM / VENUE
08 Aug 2023	Sun Most Respected Advisors (MRA) 2.0 Part 1: Get To Know Your Takaful Business	9:30AM – 5:30PM	<ul style="list-style-type: none">▪ Induction program for new Advisors.▪ Basic understanding of Takaful business.▪ Mindset, Skillset & Toolset.▪ Products & Marketing.	New Advisors (24 CPD hours)	Zoom Click Here
09 & 10 Aug 2023	Sun Most Respected Advisors (MRA) 2.0 Part 2: Takaful Marketing Cycle			*3 day Full attendance are required.	

ELITE AGENCY TRAINING SCHEDULE (for Advisors) - AUG 2023

DATE	TOPIC	TIME	CONTENTS	OPENED FOR	PLATFORM / VENUE
1 Aug 2023	Product: Sun Prime Link-i + 9 Riders	2:30PM – 5:30PM	<ul style="list-style-type: none"> Unique proposition of selling Takaful Products. Product technical knowledge. 	All Advisors (3 CPD hours)	Zoom Click Here
2 Aug 2023	Other Products: Sun Legacy-i, Sun Heritage-i, Sun Secure Saver-i, Sun Hajj, Sun Wira-i, Sun MediMax	2:30PM – 5:30PM	<ul style="list-style-type: none"> Unique proposition of selling Takaful Products. Product technical knowledge. 	All Advisors (3 CPD hours)	Zoom Click Here
3-4 Aug 2023	Shariah Structured Training (SST)	Day 1: 9:30AM - 5:30PM Day 2: 9:30AM–12:30PM	<ul style="list-style-type: none"> Level up your Shariah / Takaful knowledge. Mandatory for all Advisors promoting Takaful. 	All Advisors (11 CPD hours)	Zoom Click Here
8 Aug 2023	Faraid, Wasiat, Hibah	2.30PM – 5:30PM	<ul style="list-style-type: none"> Understanding the key differences between Faraid, Wasiat & Hibah. Applying knowledge on Conditional Hibah during closing presentation. 	All Advisors (3 CPD hours)	Zoom Click Here

ELITE AGENCY TRAINING SCHEDULE (for Advisors) - AUG 2023

DATE	TOPIC	TIME	CONTENTS	OPENED FOR	PLATFORM / VENUE
16 Aug 2023	My Asset Management Series	2:30PM – 5:30PM	<ul style="list-style-type: none"> Use personal management approach to assist client achieve lifetime financial security. 	All Advisors (3 CPD hours)	Zoom Click Here
17 Aug 2023	Product: Sun Prime Link-i + 9 Riders	2:30PM – 5:30PM	<ul style="list-style-type: none"> Unique selling proposition of Takaful Products. Product technical knowledge. 	All Advisors (3 CPD hours)	Zoom Click Here
18 Aug 2023	Other Products: Sun Legacy-i, Sun Heritage-i, Sun Secure Saver-i, Sun Hajj, Sun Wira-i, Sun MediMax	2:30PM – 5:30PM	<ul style="list-style-type: none"> Unique selling proposition of Takaful Products. Product technical knowledge. 	All Advisors (3 CPD hours)	Zoom Click Here
25 Aug 2023	How to Secure More Appointment using DM (direct messaging - texting)	2:30PM – 4:30PM	<ul style="list-style-type: none"> How to leverage on SLM's ready made content to your sales advantage. Text strategies that will make your prospects give you the appointment. 	All Advisors (2 CPD hours)	Zoom Click Here

ELITE AGENCY TRAINING SCHEDULE (for Leaders) - AUG 2023

DATE	TOPIC	TIME	CONTENTS	OPENED FOR	PLATFORM / VENUE
21-22 Aug 2023	Sun Recruitment Based Advisory (RBA)	9:30AM – 5:30PM	<ul style="list-style-type: none"> ▪ Sales Oriented Mindset to Business Oriented Mindset. ▪ Explore the factor and strategies to attract recruits and build a team. 	Aspiring leaders (16 CPD)	Face-to-Face (Sunlife HQ - Level 5) Click Here
24-25 Aug 2023	Basic Agency Management Course (BAMC) – Day 1 & 2	9:30AM – 5:30PM	<ul style="list-style-type: none"> ▪ A mandatory requirement for newly appointed leaders. ▪ Basic and intensive field agency management skills to the new managers. 	Newly appointed leaders (16 CPD)	Face-to-Face (Sunlife HQ - Level 5) Click Here