LIFE PLANNER

TRAINING ROADMAP

EXISTING LIFE PLANNER PREMIER PREMIER EXECUTIVE SENIOR LIFE **NEW LIFE PLANNER ON-BOARDING PREMIER** LIFE PLANNER LIFE PLANNER LIFE **PLANNER PLANNER ASSOCIATE** LIFE PLANNER RM80k - RM149k **NLP MINDSET TRAINING RESILIENCE MASTERY SALES EXCELLENCE SERIES RESILIENCE MASTERY** 2nd YEAR M5 | High Net Worth Market DAY 121 - 365 SALES EXCELLENCE SERIES AIA CERTIFIED LIFE PLANNER PROGRAMME ACLPP + DAY 91 - 120 GROW **AIA CERTIFIED LIFE PLANNER** PROGRAMME+ M1 | Fundamentals M1 | Introduction to Time Value FOLLOW-UP FOLLOW-THROUGH 1st 90 DAYS TCF REFRESHER of Life Insurance of Money M1 | Large Premium Estate Planning SALES PRE-CODE e-LEARNING EXCELLENCE M2 | Income Protection M2 | Insurance Planning M2 | Large Premium Saving Concept **MOTIVATION BOOT** & Debt Cancellation SERIES **NEW LIFE** M3 | Savings/Education/ CAMP Planning HIGH IMPACT SELLING SKILLS **PLANNER FIST 3.0** Investment Planning M1 | Fundamentals ON-BOARDING M3 | Medical/ HealthCare of Life Insurance M4 | Estate Planning E-LEARNING Planning M2 | Income M5 | Assessment & Case Studies M4 | Savings/ Education/ CHAMP 4.0 Protection & Debt **Retirement Planning** Cancellation Planning M3 | Medical/ HealthCare Planning TOP | Field Underwriting SOCIAL MEDIA M4 | Savings/ Education/ Retirement Planning **Non-Life Product Series** TCF Refresher e-Learning **SALES BUILDER 2.0**

MDRT