

LIST OF APPROVED PROGRAMMES UNDER BUMIPUTERA TRAINING FUND (BTF)
as at 1 July 2008

A. PROGRAMMES FOR STAFF OF INSURANCE COMPANIES					
		Duration	Fees Before Subsidy (RM)	% Subsidy	Fees After Subsidy (RM)
Basic					
1	Life Insurance Principles	2 days	600	75%	150
2	Life Insurance Company Operations	2 days	600	75%	150
3	Induction Program For Life Insurance Company Staffs	2 days	600	75%	150
4	Comparison Between Conventional and Takaful Insurance	1 day	300	75%	75
5	Medical and Health Insurance	2 days	600	75%	150
6	Life Reinsurance	2 days	600	75%	150
Technical					
1	Life Insurance	2 days	700	75%	175
2	Medical and Health Insurance	2 days	700	75%	175
3	Life Insurance Underwriting	2 days	700	75%	175
4	Life Insurance Claims	2 days	700	75%	175
5	Medical and Health Insurance Claims	2 days	700	75%	175
6	Legal Aspects Of Life Insurance	2 days	700	75%	175
7	International Management of Risk and Uncertainty	2 days	2,500	75%	625
8	Coaching & Calibration for Call Centre Professionals	2 days	600	75%	150
9	Conservation and Renewal for Call Centre Professionals	2 days	600	75%	150
10	Managing Complaints and Service Recovery for Back Room Champions	2 days	600	75%	150

Technical (continued)					
11	Train-The-Trainer- Presentation Skills and Content Development	2 days	600	75%	150
Takaful					
1	Introduction to Takaful	2 days	800	75%	200
2	General Takaful Products and Process	2 days	800	75%	200
3	Family Takaful Products and Process	2 days	800	75%	200
4	Fundamentals of Shariah	3 days	1,500	75%	375
5	Fiqh Muamalat in Islamic Finance 1	1 day	200	75%	50
6	Fiqh Muamalat in Islamic Finance 2	1 day	200	75%	50
7	Risk management & new products development in Islamic finance	1 day	750	75%	187.50
Certification Programmes					
1	MII Certificate In Insurance	2-4 months	1,800	80%	360
2	Diploma of MII (Life)	TBA	TBA	80%	TBA
3	International Diploma in Risk Management	24 months	19,500	80%	3,900
4	Certificate in Risk Management	12 months	7,900	80%	1,580

B. PROGRAMMES FOR INSURANCE AGENTS					
		Duration	Fees Before Subsidy (RM)	% Subsidy	Fees After Subsidy (RM)
Basic Programs for Agents (Level 1)					
1	Induction Program for the Agency Force	1 day	150	75%	50
2	The 7 Rules of Success In life Insurance Selling	1 day	150	75%	50
3	Time Value of Money and Financial Calculator Workshop	2 days	300	75%	75
4	Basic Selling Skills For Life Insurance Agents	1 day	150	75%	50
5	Packaging and Presenting Life Insurance Solutions	1 day	150	75%	50
6	Selling Techniques and Goal Setting for Life Insurance Agents	1 day	200	75%	50
7	Islam, Muslim and Islamic Social Dealing	1 day	200	75%	50
Intermediate Programs for Agents (Level 2)					
1	Managing Sales Performance for Life Insurance Agents	2 days	300	75%	75
2	Concept Selling Life Insurance Solutions Individuals	2 days	300	75%	75
3	Life Insurance Selling Skills	2 days	300	75%	75
4	Managing Renewal Business and Client Relations	2 days	300	75%	75
5	Legal Aspects for Agents	2 days	300	75%	75
6	Understanding Underwriting and Claims for Life Insurance Agents	2 days	300	75%	75
7	Winning Strategies to Achieve MDRT	1 ½ days	600	75%	150
8	Achieving MDRT through Business Insurance	1 ½ days	600	75%	150
9	Achieving MDRT through Financial Screening	1 ½ days	600	75%	150

Intermediate Programs for Agents (Level 2) (continued)					
10	Referrals: Getting More Referrals in Life Insurance	2 days	400	75%	100
11	Discovering Personal Leadership Values & Selling Strategies Program.	3 days 2 nights	800	75%	200
12	MFPC 101 Financial Planning Workshop	1 day	70	RM20	50
Intermediate Programs for Managers (Level 2)					
1	Managing Agency Performance	2 days	400	75%	100
2	Managing Agency Structure and Recruitment	2 days	400	75%	100
3	Managing Client Relations and Renewal Business	2 days	400	75%	100
4	Leadership and Building Agency Culture	2 days	400	75%	100
5	Boosting Agency Productivity	2 days	600	75%	150
6	Life Insurance Leadership Seminar	2 days	600	75%	150
7	Team Leadership	2 days	600	75%	150
Advanced Programs (Level 3)					
1	Business Insurance Selling: Life Insurance Solutions for Business Individuals	3 days	900	75%	225
2	Financial Planning and Insurance Solutions	3 days	900	75%	225
3	Practical Selling Skills	3 days	900	75%	225
4	Practical Management Skills for Agency Leaders	3 days	900	75%	225
5	Coaching Skills	2 days	600	75%	150
6	Agency Leadership Programme	6 days	1,200	75%	300
7	AMTC Moderator Conference	4 days	5,000	80%	1,000

Certification Programmes					
1	Certificate in Life Insurance Planning (CLIP)	4 months	1,800	80%	360
2	Certificate in Business Insurance Solutions (CBIS)	4 months	1,800	80%	360
3	Certificate in Agency Development (CIAD)	4-6 Months	2,000	80%	400
4	Certificate in Life Insurance Marketing (CLIM)	2 months	1,000	80%	200
5	Registered Financial Planner (RFP)	1 Year	5,500	80%	1,100
6	Agency Management Training Course (AMTC)	23 Weeks	3,500	80%	700

Note :

Minimum fee after BTF deduction is RM50

Please refer to our Website at www.insurance.com.my for updated list of programmes entitled for BTF