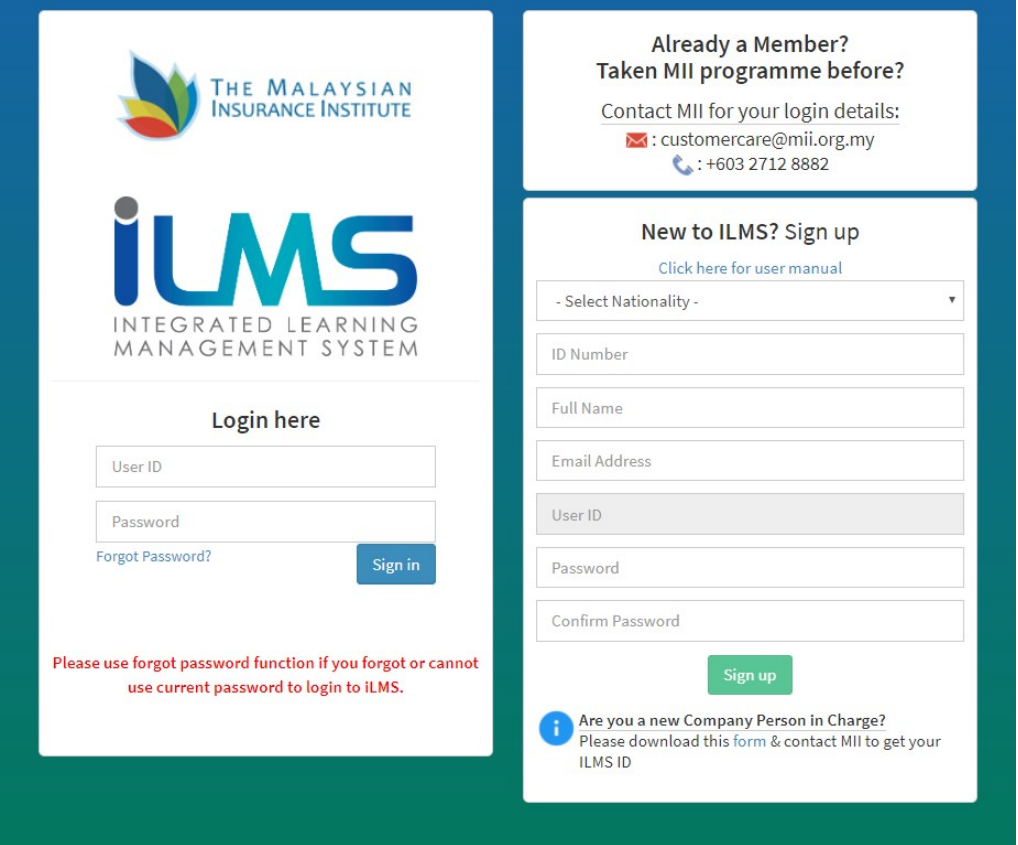


Manual: Group Subscription

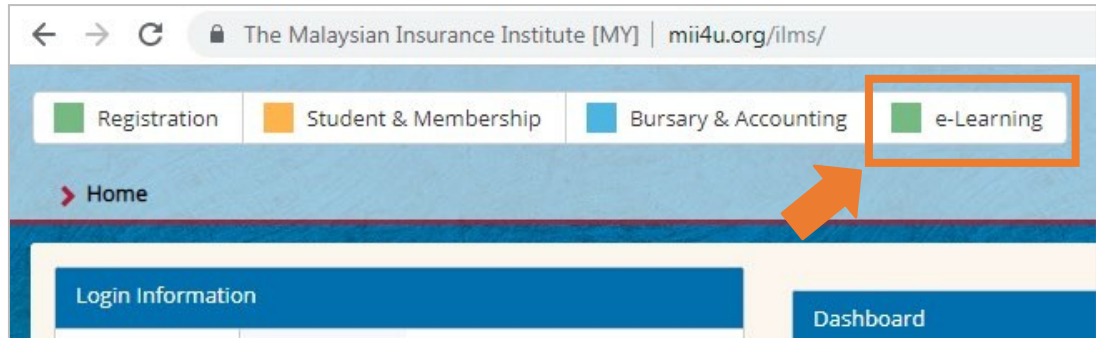
How to Subscribe to London School of Sales (LSOS) Module in iLMS

STEP	Description
1	<p>Sign up / Sign in iLMS</p> <p>If you have registered previously, please Login at MII iLMS (https://www.mii4u.org/ilms/user/login).</p> <p>Important Note: Person in-charge may need to request access for Group registration from MII. Send you request to elarning@mii.org.my for our further action.</p> <div style="border: 2px solid #007060; padding: 10px; margin: 10px 0;">  </div> <p>Note: If you encounter a problem with this password, click the “Forgot Password” button to reset your password. Then, check your inbox / junk mail to proceed with resetting your password.</p> <p>You may call our Customer Service / Call Centre Team at 03-2712 8882 for further assistance on iLMS Login issues.</p>

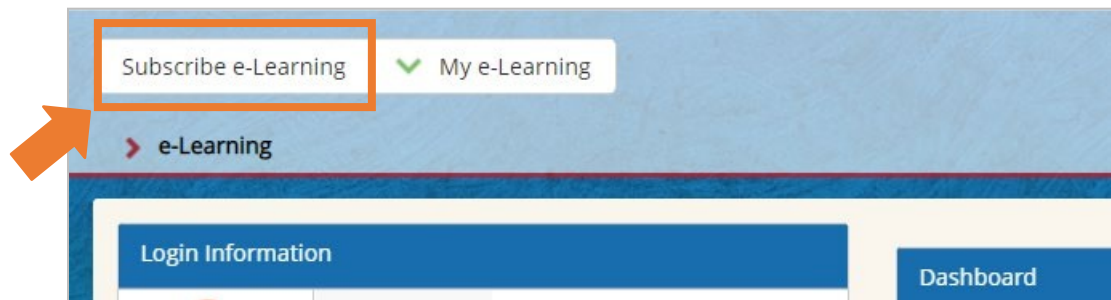
2 Subscribe London School of Sales (LSOS) module

To subscribe to the LSOS module, follow these steps:

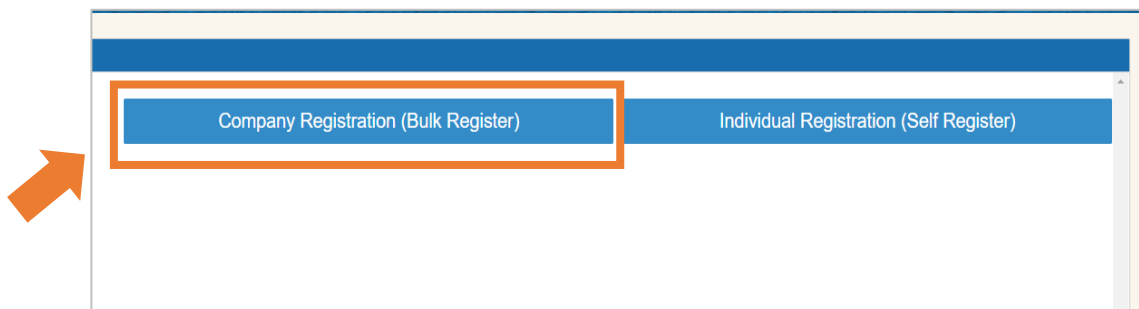
- i. Once successfully logged in, click the **“e-Learning”** button to continue.



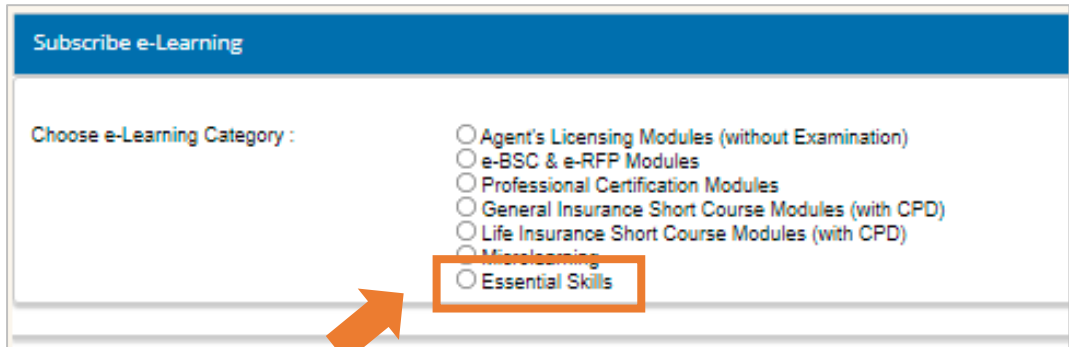
- ii. Click the **“Subscribe e-Learning”** button to go to the subscription page.



- iii. Click the **“Company Registration (Bulk Register)”** to proceed with Group subscription. Group subscription is valid for **3 pax and above** only.



- iv. Choose “Essential Skills”, then scroll down to choose any courses you may interested in.

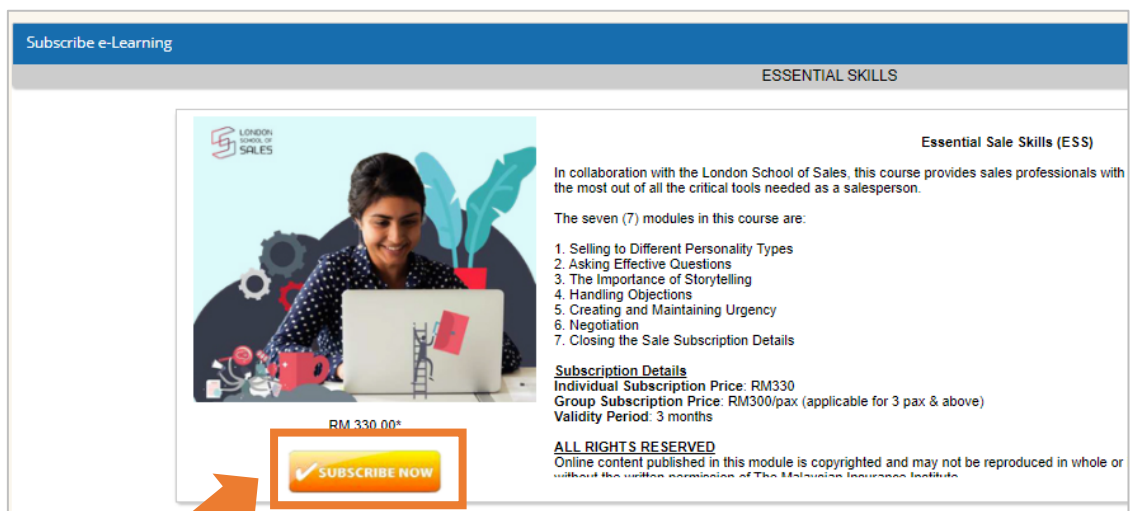


Subscribe e-Learning

Choose e-Learning Category :

- Agent's Licensing Modules (without Examination)
- e-BSC & e-RFP Modules
- Professional Certification Modules
- General Insurance Short Course Modules (with CPD)
- Life Insurance Short Course Modules (with CPD)
- Microlearning
- Essential Skills

- v. Click the “Subscribe Now” button to subscribe.



Subscribe e-Learning

ESSENTIAL SKILLS

Essential Sale Skills (ESS)

In collaboration with the London School of Sales, this course provides sales professionals with the most out of all the critical tools needed as a salesperson.

The seven (7) modules in this course are:

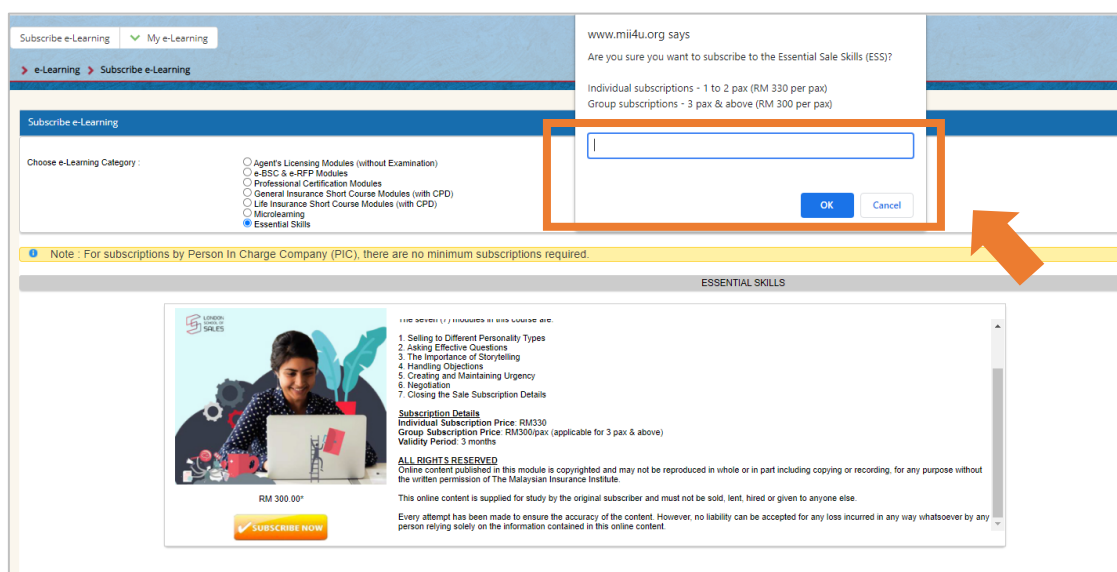
1. Selling to Different Personality Types
2. Asking Effective Questions
3. The Importance of Storytelling
4. Handling Objections
5. Creating and Maintaining Urgency
6. Negotiation
7. Closing the Sale Subscription Details

Subscription Details
Individual Subscription Price: RM330
Group Subscription Price: RM300/pax (applicable for 3 pax & above)
Validity Period: 3 months

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RM 330.00*

- vi. Fill in the number of pax you want to register. Click the “OK” button to submit your application.



Subscribe e-Learning My e-Learning

www.mii4u.org says

Are you sure you want to subscribe to the Essential Sale Skills (ESS)?

Individual subscriptions - 1 to 2 pax (RM 330 per pax)
Group subscriptions - 3 pax & above (RM 300 per pax)

Subscribe e-Learning

Choose e-Learning Category :

- Agent's Licensing Modules (without Examination)
- e-BSC & e-RFP Modules
- Professional Certification Modules
- General Insurance Short Course Modules (with CPD)
- Life Insurance Short Course Modules (with CPD)
- Microlearning
- Essential Skills

Note : For subscriptions by Person In Charge Company (PIC), there are no minimum subscriptions required.

ESSENTIAL SKILLS

1. Selling to Different Personality Types
2. Asking Effective Questions
3. The Importance of Storytelling
4. Handling Objections
5. Creating and Maintaining Urgency
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RM 300.00*

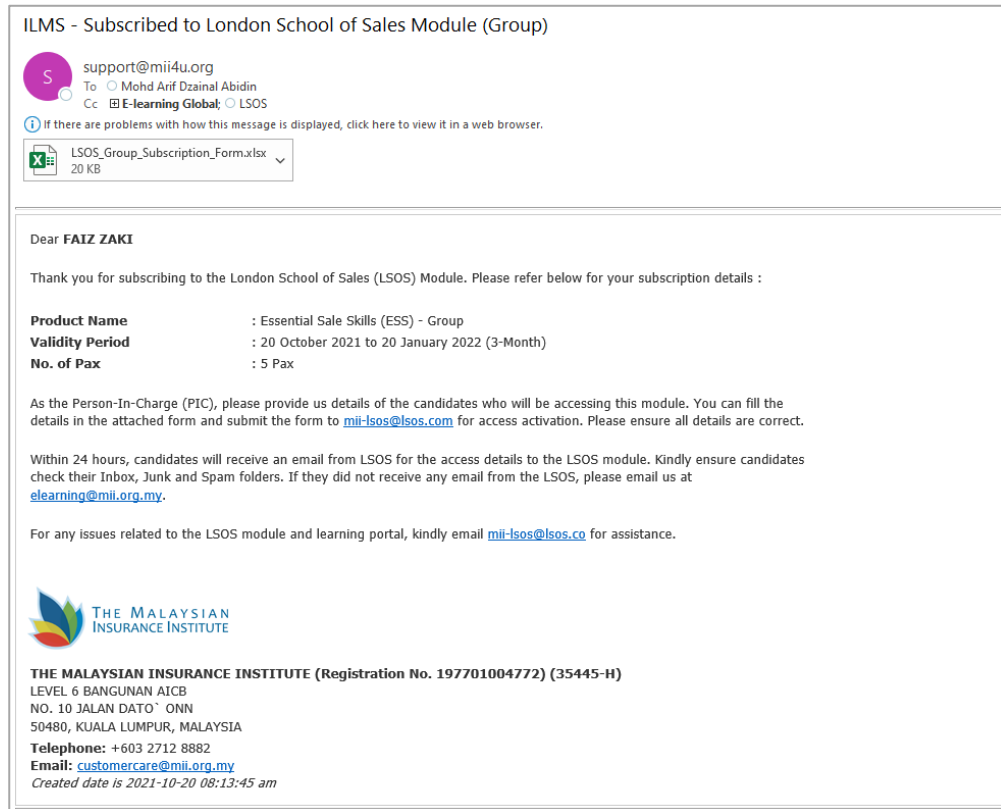
3 Invoice and Payment Process

- i. Please use the invoice (sample shown below) to proceed with payment via Interbank Transfer. Then, your Finance personnel can submit the proof and/or receipt of successful Interbank Transfer to finance@mii.org.my once payment has been made.

		THE MALAYSIAN INSURANCE INSTITUTE COMPANY NO : 197701004772 (35445-H) Level 6, Bangunan AICB No. 10 Jalan Dato' Onn 50480 Kuala Lumpur, Malaysia P.O. BOX 11798 50758 Kuala Lumpur, Malaysia General Line : +603 2712 8882 Email : customercare@mii.org.my Service Tax Reg. No : W10-1901-32000100	
INVOICE			
VENTURE NUCLEUS SDN BHD JALAN SEMANTAN DAMANSARA 50490 DAMANSARA KUALA LUMPUR W.P		INVOICE NO : 202110000257 DOC CODE : ILMRSRE2-INV INVOICE DATE : 12/10/2021 05:25 PM CUSTOMER CODE : CC0836	
DESCRIPTION			
No.	Detail	Quantity/Pax	Amount (RM)
1.	Essential Sale Skills (ESS) - Group (EELS40000000000000000000)	3	849.06
TOTAL			849.06
SERVICE TAX @ 6%			50.94
TOTAL DISCOUNT			0.00
(RINGGIT MALAYSIA: NINE HUNDRED ONLY)		TOTAL AMOUNT DUE	900.00
E&OE		THE MALAYSIAN INSURANCE INSTITUTE	
*This invoice is a computer generated and requires no signature.			
TERMS & CONDITIONS			
1. All cheques must be crossed & made payable to the : "The Malaysian Insurance Institute"			
2. If payment is to be made via Telegraphic Transfer, please remit to the following :-			
Bank Name	: RHB Bank Berhad		
Bank Address	: Bangsar Shopping Centre G129, Ground Floor, Bangsar Shopping Centre, 265, Jalan Maarof, Bangsar 59100 Kuala Lumpur, Malaysia		
Ringgit Malaysia Account Number	: 2-64160-00004670		
US Dollar Account Number	: 6-14165-00000321		
Swift Code	: RHBBMYKLXXX		

4 Received Email Subscription

- i. You will receive a notification email for your subscription to the LSOS module that you have subscribed to.



- ii. As the Person-In-Charge (PIC), please provide us details of the candidates who will be accessing this module. You can fill the details in the attached form and submit the form to mii-lsos@lsos.com for access activation. Please ensure all details are correct.
- iii. Within 24 hours, candidates will receive an email from LSOS for the access details to the LSOS module. Kindly ensure candidates check their Inbox, Junk and Spam folders. If they did not receive any email from the LSOS, please email us at elarning@mii.org.my.