

MALAYSIA MDRT DAY

PROGRAMME AGENDA

Time	Details	Time	Details
07:30 - 08:30	Registration		
08:30 - 09:00	Opening Ceremony	14:00 - 14:30	Session: Bahasa Malaysia Jual Polisi atau Jual Potensi Abdul Aziz
09:00 - 09:40	The Power Within You Jong Thian Lung	14:30 - 15:00	MDRT & Butang Reset Hidup Putri Mahirah
09:40 - 10:20	Achieving MDRT and Beyond Miliana	15:00 - 15:30	MDRT dengan kes kecil dan bayaran bulanan sahaja, boleh atau tidak? Mohamad Syahrul Anuar
10:20 - 10:30	Recess	Session: Tamil 14:00 - 14:30	Power of Consistency Vimalah Murugiah
10:30 - 11:00	92 Times No Peggy Tsai	14:30 - 15:00	Move Towards MDRT with a Balance Life Shanti Devi
11:00 - 11:30	How to use technology, innovation and science to skyrocket your production Panos Leledakis	15:00 - 15:30	How to focus on your MDRT goal Selvaraji
11:30 - 12:00	Practical Strategies to take you from MDRT to TOT Kaka Lam	15:30 - 15:40	Recess
12:00 - 12:30	MDRT is not a choice Richard Low	15:40 - 16:20	Inter-generational Planning - Creating a legacy Sanjay Tolani
12:30 - 14:00	Lunch Break	16:20 - 17:00	MDRT Speaks
14:00 - 15:30	Focus Session		Power of Just One More (English) Selvaraji
14:00 - 14:30	Session: English Elevating to the next level with mentorship Nadia Wijatno		Simplify Financial Planning to Millennials (English) Henry Lee
14:30 - 15:00	5 tips how to close 100 cases & MDRT every year Kendrick Kang		5 vs 5 concept (Bahasa) Abdul Aziz
15:00 - 15:30	4 Golden Methods for Objection Handling Aaron Tan		FLOW into MDRT (English) Teh Chee Kok
14:00 - 14:30	Session: Mandarin 如何引流精准客户 Vincent Hong		No Business Call (English) Sukanta
14:30 - 15:00	运用遗产规划需求计算完成MDRT Jay Fu		The 3 WHYs to increase closing ratio (English) Chong Mee Ling
15:00 - 15:30	如何用cold call来达到TOT? Trisen Tan Kang Leik		Financial Airbag (English) Putri Mahirah
			Achieve MDRT by asking the RIGHT questions (English) Joanne Yap
			Effective Questioning Techniques for Business Owners (English) Ryan Lau
			Lindungi pelanggan anda dengan perlindungan kritikal? (Bahasa) Norhayati Ramly
		17:00 - 18:00	Closing Ceremony

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