

AS TOPICS – Using power-points, your own experiences and any other tools.

1. SOPHIA WONG – May 31st Tues

“I’m new. Have just passed my CUTE exam so how do I begin? “. Show her how to begin the business.

2. DIANA TEH – June 8th Wed

How do you train your new UTC to overcome “call reluctance”. What tools you apply that can help?

3. SHIRLEY TAN – June 14th Tues

“ There are so many funds in Public Mutual. So confused. Which should I recommend ?”

4. ANGELA KHOO – June 22nd Wed

“ Do I really need to come for all these training? I better go and prospect for more business,” says your new UTC. What advice you give to make her think differently?

5. Khoo Choon Sing – June 28th Tues

After just a few months, your UTC tells you “ I am not cut out for this.” How do you persuade her to stay?

You have just completed your **EN- PRO**.

Talk about your experiences and share on one thing you feel is most valuable towards helping your down- lines to do well in their business.

7. GRACE CHONG – July 5th Tues

8. NG CHO HIANG – July 12th Tues