

# PROGRAMME AGENDA

Time	Details
07:30 - 08:55	Registration
08:15 - 08:55	Arrival of Guests
09:00 - 09:30	Opening Ceremony
09:30 - 10:00	Thriving as a Financial Services Professional and MDRT Member Gregory B. Gagne
10:00 - 10:30	Adventures in Insurance Land: Uncovering the Path to Success from Ancient Treasures Glen Wong

## 10:30 - 10:45 Recess

10:45 - 11:15	Mark of a True Champion is CONSISTENCY Heng Shou Ju
11:15 - 11:45	Strategies for High Net Worth Business Owners Ryan Lau Le An
11:45 - 12:15	Making the Impossible Possible France Zaguirre

## 12:15 - 12:25 MDRT Foundation

## 12:25 - 14:00 Lunch Break

## 14:00 - 15:30 Focus Session

### Session: English

14:00 - 14:30	Achieving TOT with Cold Market Trisen Tan Kang Leik
14:30 - 15:00	High Net Worth Advantage: Questioning Strategies for Elite Clientele Ryan Lau Le An
15:00 - 15:30	Generating New Business and New Recruits Using Social Media France Zaguirre

### Session: Mandarin

14:00 - 14:30	自律 · 持续 · 使命 Discipline. Perseverance. Mission Vincent Pua
14:30 - 15:00	销售没有瓶颈 There Are No Obstacles in Sales Conie Lim Chwee Fong
15:00 - 15:30	问到你签 Keep Asking Until It's Signed Glen Wong

## 14:00 - 15:30 Focus Session

### Session : Bahasa Malaysia

14:00 - 14:30	Boleh ke MDRT Kes Kecil Shah Affandi Bin Ibrahim
14:30 - 15:00	S.C.A.M Sampai MDRT Ibrahim Bin Rasol
15:00 - 15:30	Membina Legasi Berjuta Makna Putri Mahirah

### Session: Tamil

14:00 - 14:30	Blueprint of MDRT in 6 Months Gunalan Sagaran
14:30 - 15:00	MDRT with Client Engagement & Referral Market Sangaran Nair K.Ravichandran
15:00 - 15:30	Setting Standards To Achieve MDRT Rudran S.Balasubramaniam

## 15:30 - 16:00 Recess

16:00 - 16:30	Based on a True Story: Chef Wan and The Importance of Insurance Laila Johari & Datuk Chef Wan
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## 16:30 - 17:15 MDRT Speaks

Brad Low	It's Customer- Centric O'Clock
Tharampal Singh	Objection Handling
Zainudin bin Kamaruddin	Capai MDRT Semudah ABC
Che Xin Jie Amelia	The Action of +1
Ibrahim Bin Rasol	You're Hired
Nelson Khor Jun Wei	封案之道 The Art of Closing Deals
Siti Fairus	Leave A Legacy, Not Liabilities

## 17:15 - 17:30 Closing Ceremony & Lucky Draw