

Entrepreneur Training Pathway

Developed by **Centre for Excellence**



Senior Group Sales Manager



Great Leap Series

Group Sales Manager
"Million Dollar Agency"

First Year

- Agency Management Training Course (AMTC-LIMRA) ★

Second Year

- Make a Difference for Growth (MADG)

Third Year

- Executive Coaching and Mentoring Certification (ECMC) ○
- Resource Planning (RP)
- Professional Branding Module 4 (PBM 4)

CIAM



Great Lead Series

Unit Sales Manager
"Million Dollar Unit"

First Year

- Professional Leadership Series Year 1 (PLS Y1) ★
- MFS M5-Emotional Intelligence (MFS M5-EI)

Second Year

- Professional Leadership Series Year 2 (PLS Y2)

Third Year

- Pacesetter Programme (PP-LIMRA) *GSM ▲



Great Growth Series

**Life Insurance Advisor/
Career Agent**
"MDRT - COT - TOT Achiever"

First Year

- MFS M5-Emotional Intelligence (MFS M5-EI)

Second Year and Above

- Social Media for Prospecting (SMP)
- Executive Insurance Planning Certification (EIPC)



Great Start Series

Agent

First Year

- PCE/CEILLI preparatory
- PEP Y1- Great Start (PEP Y1- GS) ★
- Mastering Traditional Product Training (MTP)
- Achiever Plus (A+)
- Professional Branding Module 1(PBM 1)
- MFS M1- Customer Service Orientation (MFS M1-CSO)
- Managing for Success (MFS)

Second Year and Above

- PEP Y2-Winning the Sales (PEP Y2- WTS) ★
- New Business Field Underwriting Training (NBFU)
- Customer Service Operations Programme (CSOp)
- My Leadership Path (MLP)
- Building Resilience Programme (BRP)
- Basic Agency Management Course (BAMC) *USM ▲
- Activating Success in Life Planning (ASLP) *LIA ▲
- Professional Branding Module 2 and 3 (PBM 2&3)
- MFS M2- Drive for Achievement (MFS M2-DFA)
- MFS M3- Entrepreneurial Spirit (MFS M3-ES)
- MFS M4- Values & Integrity (MFS M4-VI)
- Registered Financial Planning Module 1 and 2 (RFP M1 & 2) ★



Mandatory Programme



Promotion Programme



Certification Pathway

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