



# AVA WEALTH CONSULTANCY

FINANCIAL PLANNING TRAINING & INTERNSHIP PROGRAM



**MUHAMAD HAFIZ AIMAN BIN M. SANI**

B. (Hons) Social Sciences & Humanities in Psychology (UKM)

3 September 2018 - 5 Oktober 2018

# MY PERSONAL DETAILS



- Muhamad Hafiz Aiman bin M. Sani
- 31 March 1995
- B. (Hons) Social Sciences and Humanities in Psychology
- Universiti Kebangsaan Malaysia (UKM)
- From Pasir Gudang, Johor

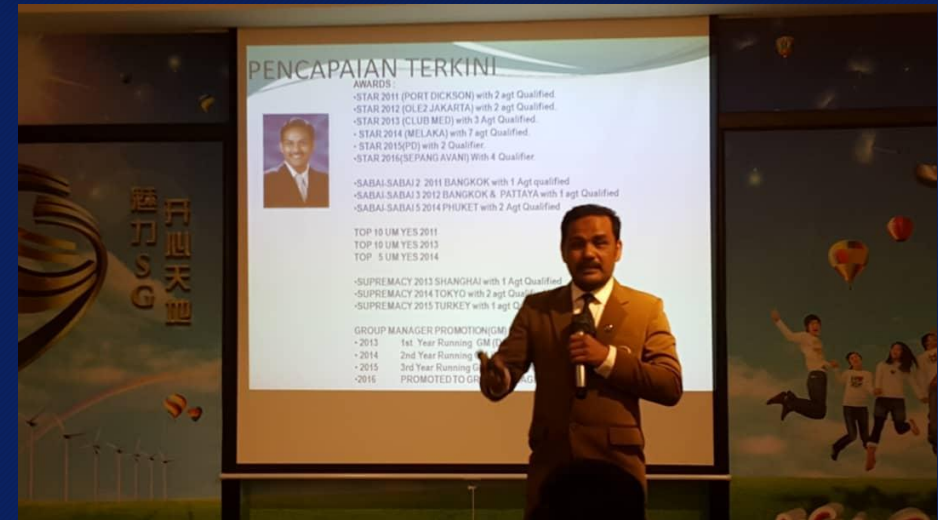


# WHAT I DO AND I LEARN DURING INTERNSHIP

- Introduction to Financial Planner
- Learn Takaful Product
- Learn GETBIS & e-Submission
- Review Session
- Learn NLP
- Learn on Sales Cycle
- Take Takaful Basic Examination
- Learn communication skill to approach Prospect
- Doing a field work



# WHAT I DO AND I LEARN DURING MORNING AND NIGHT MEETING



- Get to know senior agent and new agent
- Sharing past experience insurance agent lifestyle
  - Discussion on the cases
- Q&A Session for ask uncertain questions
  - Motivation talk by GSM and OA



# CASH FLOW GAME



# TAKAFUL BASIC EXAMINATION (TBE)





# VISIT UNIVERSITI TEKNOLOGI MALAYSIA (UTM), JOHOR





# AIN ZAKIAH'S WEDDING DAY





# ROLE-PLAY AND SHARING SESSION





# VISIT JONKER WALK, MELAKA





# SHARING 5 STAR PLANNING FROM MR ANDY AT SG MELAKA





# CAREER FAIR AT UTHM





# VISIT GREAT EASTERN TOWER – PART 1





# VISIT GREAT EASTERN TOWER – PART 2





# VISIT SG TAMAN MALURI





# CASH FLOW GAME – SG MALURI





# MILLION INCOME PRESENTATION

PROUDLY PRESENTED BY  SUPER GROUP  
Since 1993

## MILLION INCOME

IS THE NEW BEGINNING

MOST IMPORTANT STAGE    MOST CHALLENGING STAGE    MOST WONDERFUL STAGE



AT 20'S    AT 30'S    AT 40'S  
CREATE WEALTH    MILLION ASSET    FINANCIAL FREEDOM

MUHAMMAD AMIRUL    MUHAMMAD HAFIZ    CHEON YEE KANG  
USM    GSM    GSM

29 SEPTEMBER | 13:30 - 17:30 KL MAIN HALL, 6<sup>th</sup> FLOOR, MGE  
30 SEPTEMBER | 9:30 - 13:30 GE PENANG HALL 1, 2 & 3  
06 OCTOBER | 14:00 - 18:00 THISTLE HOTEL JB





# MARKET ACTIVITIES





# MY DREAM BOARD



**BE POSITIVE AND SPREAD THE POSITIVE VIBES TO SOCIETY**



**DREAM VACATION (JAPAN)**  
2022 | AGE : 27



**GET MARRIED**  
2022 | AGE : 27 | RM30K



**MUHAMAD HAFIZ AIMAN**  
**BIN M. SANI**  
2020 | AGE : 25 | UM  
2025 | AGE : 30 | GSM



**MY FIRST HOUSE**  
2020 | AGE : 25 | RM350K



**PROPERTY INVESTMENT**  
START 2025 | AGE : 30



**PROTON X70**  
2022 | AGE : 27 | RM90K



**HONDA ACCORD 2.4L**  
2025 | AGE : 30 | RM150K



**OWN A COMPANY**  
2030 | AGE : 35



**MY DREAM HOUSE**  
2030 | AGE : 35 | RM 2 MILLION



**PERFORMING HAJJ**  
2025 | AGE : 30 | RM50K



**AUDI RS7**  
2030 | AGE : 35 | RM600K



**MY BIGGEST WHY!**  
To make my family happily



**PASSIVE INCOME > EXPENSES**  
2035 | AGE : 40



**RETIREMENT PHASE**  
2050 | AGE : 55



**DREAM BOARD CREATED ON : 18 SEPTEMBER 2018**



# FOR THOSE WHO SEE THIS SLIDE....

- This internship programme is very effective and create job opportunity to build our own career.
- This industry give you freedom of time, career advancement, job satisfaction, growing industry and clear career pathway.
- The internship will expose you to the benefits of Takaful in life.
- This industry encourage us to be more friendly with others.
- Last, we are selling concept, not product.



# APPRECIATION

- Highest appreciation and big thank you to Mr Andy and Miss Violet for the guidance and knowledge about the career path that I am looking for. Same goes to the hospitality provided during the internship programme.
- I really enjoyed my time here. Although it quite packed and intensive, it makes me energetic as the programme really great and I learnt many things.
- Everyday here is a positive day plus I have been surrounded with positive and cooperation environment and team member. To all the main power, Ain, Fatihah and Farah, you did a very good job.
- Thank you so much to both of my parent for allowing, believe and support me in every path that I chose.
- Last but not least, to my batch member Zuhdi Saregar, it is a nice journey and experience to know you. I explore many things with you. Hope our friendship will never end.



# SPECIAL THANKS TO....



ANDY LIM WEE KEAN



VIOLET LEE YEN PING



NOW IT'S YOUR TURN....