

SUN MOST RESPECTED ADVISORS (MRA) November 2025

Highly Encouraged for **YEAR 1** Advisors

Kick-start your Takaful / Insurance business here with SLM in this workshop!

DATE	TOPIC	TIME	CONTENTS	OPENED FOR	PLATFORM / VENUE
3 Nov 2025	Sun Most Respected Advisors (MRA) 2.0 Part 1: Get To Know Your Takaful/Insurance Business	9:30AM to 5:30PM	▪ Induction program for new Advisors. ▪ Basic understanding of Takaful / insurance business. ▪ Mindset, Skillset & Toolset. ▪ Products & Octketing.	New Advisors (24 CPD hours) *3 days Full attendance are required.	Face to Face (SLM First Avenue Office, PJ) Click Here To Register
4 & 5 Nov 2025	Sun Most Respected Advisors (MRA) 2.0 Part 2: Takaful / Insurance Marketing Cycle				
10 Nov 2025	Sun Most Respected Advisors (MRA) 2.0 Part 1: Get To Know Your Takaful/Insurance Business	9:30AM to 5:30PM	▪ Induction program for new Advisors. ▪ Basic understanding of Takaful / insurance business. ▪ Mindset, Skillset & Toolset. ▪ Products & Octketing.	New Advisors (24 CPD hours) *3 days Full attendance are required.	MS Teams Click Here To Register
11 & 12 Nov 2025	Sun Most Respected Advisors (MRA) 2.0 Part 2: Takaful / Insurance Marketing Cycle				

ELITE AGENCY TRAINING SCHEDULE (for Advisors) – November 2025



DATE	TOPIC	TIME	CONTENTS	OPENED FOR	PLATFORM / VENUE
7 Nov 2025	Enhancing Marketing Cycle: Prospecting & Appointment Setting	9.30am – 11.30am	▪ Identifying potential customers and generating leads. ▪ Set qualified appointment	All Advisors (2 CPD hours)	Zoom Click Here To Register
7 Nov 2025	Sales Activation – Sun Secure Treasure-i	2.30pm – 5.30pm	▪ Product solutions ▪ Marketing concepts ▪ Case study and discussion	All Advisors (3 CPD hours)	Zoom Click Here To Register
10 Nov 2025	Sun TCP 3rd Generation	9.30am – 5.30pm	▪ Legacy 3rd generation concept ▪ Takaful proposition for legacy planning	All Advisors (8 CPD Hours)	Zoom Click Here To Register
11 Nov 2025	HNW: Takaful Estate Planning Concept	2.30pm – 5.30pm	• Use and apply various concepts for HNW estate planning	All Advisors (3 CPD Hours)	Zoom Click Here To Register
10 Nov 2025	Essential Wealth Management	9.30am – 5.30pm	▪ Understand the concept & differences of Cash Flow, Networth and basic of Financial Needs Analysis ▪ How to apply FNA in insurance/takaful solutions	All Advisors (8 CPD hours)	SLM HQ , 5 th Flr KL Office (Face-to-Face) Click Here To Register
12 Nov 2025	Sales Activation: Sun Heritage-i	2.30pm – 5.30pm	▪ Product solutions ▪ Marketing concepts ▪ Case study and discussion	All Advisors (3 CPD hours)	Zoom Click Here To Register

ELITE AGENCY TRAINING SCHEDULE (for Advisors) – November 2025



DATE	TOPIC	TIME	CONTENTS	OPENED FOR	PLATFORM / VENUE
12 Nov 2025	Sales Activation – Sun Prime Link-i	9.30am – 12.30pm	- Product solutions - Marketing concepts - Case study and discussion	All Advisors (3 CPD hours)	Zoom Click Here To Register
14 Nov 2025	Enhancing Marketing Cycle: Fact Finding & Need Based Analysis	9.30am – 11.30am	- Identify client goals, values and priorities - Evaluate current financial position and future objectives - Pinpoint gaps in protection, investment and retirement planning	All Advisors (2 CPD hours)	Zoom Click Here To Register
18 Nov 2025	Shariah Structured Training	9.30am – 5.30pm	- Fundamental of Shariah - Shariah Governance & Regulatory Requirement - Underwriting requirement - Differences between insurance & takaful in terms of Product Features and Operation Perspective	All Advisors (8 CPD hours)	Zoom Click Here To Register
18 Nov 2025	EFP: Income Protection	9.30am – 5.30pm	- Calculation of income protection using TVM - Assess income funding needs and funding gaps - Understand the principles, process & importance of comprehensive income protection	All Advisors (8 CPD hours)	Face to Face (SLM First Avenue Office, PJ) Click To Register
20 Nov 2025	Asset Protection	2.30pm – 5.30pm	- Personal management approach - Asset protection presentation - Type of assets	All Advisors (3 CPD hours)	Zoom Click Here To Register

ELITE AGENCY TRAINING SCHEDULE

(for Advisors) – November 2025

DATE	TOPIC	TIME	CONTENTS	OPENED FOR	PLATFORM / VENUE
24 Nov 2025	EFP: Education Planning	9.30am – 5.30pm	▪ Calculation of education planning using TVM ▪ Assess education funding needs and funding gaps ▪ Understand the principles, process & importance of comprehensive education planning	All Advisors (8 CPD hours)	SLM HQ , 5 th Flr KL Office (Face-to-Face) Click Here To Register
21 Nov 2025	Enhancing Marketing Cycle: Objection Handling	9.30am – 11.30am	▪ Understand the root cause behind common objections ▪ Empower sales process with objection-handling skills	All Advisors (2 CPD hours)	Zoom Click Here To Register
28 Nov 2025	Enhancing Marketing Cycle: Case Closing & Referral	9.30am – 11.30am	▪ Recognize buying signals and know when to close ▪ Asking for referral open door t new clients ▪ Closing + Referral = Smart Growth	All Advisors (2 CPD hours)	Zoom Click Here To Register
12 Nov 2025	Sales Activation: Sun Heritage-i	2.30pm – 5.30pm	▪ Product solutions ▪ Marketing concepts ▪ Case study and discussion	All Advisors (3 CPD Hours)	Zoom Click Here To Register
13 Nov 2025	Asset Equalization	2.30pm – 5.30pm	▪ Personal management approach ▪ Asset equalization presentation ▪ Type of assets	All Advisors (3 CPD Hours)	Zoom Click Here To Register

ELITE AGENCY TRAINING SCHEDULE

(for Advisors) – November 2025

DATE	TOPIC	TIME	CONTENTS	OPENED FOR	PLATFORM / VENUE
6 Nov 2025	CPD & PITA Workshop (Mandatory)	8.30pm – 10.30pm	- CPD completion via Sun Academy on all mandatory e-learning mdoules - PITA requirement awareness	All Advisors (2 CPD Hours)	Zoom Click Here To Register
13 Nov2025	CPD & PITA Workshop (Mandatory)	8.30pm – 10.30pm	- CPD completion via Sun Academy on all mandatory e-learning mdoules - PITA requirement awareness	All Advisors (2 CPD Hours)	Zoom Click Here To Register
20 Nov 2025	CPD & PITA Workshop (Mandatory)	8.30pm – 10.30pm	- CPD completion via Sun Academy on all mandatory e-learning mdoules - PITA requirement awareness	All Advisors (2 CPD Hours)	Zoom Click Here To Register
27 Nov 2025	CPD & PITA Workshop (Mandatory)	8.30pm – 10.30pm	- CPD completion via Sun Academy on all mandatory e-learning mdoules - PITA requirement awareness	All Advisors (2 CPD Hours)	Zoom Click Here To Register
18 Nov 2025	CPD & PITA Workshop (Elective)	8.30pm – 10.30pm	- CPD completion via Sun Academy on selective e-learning mdoules - PITA requirement awareness	All Advisors (2 CPD Hours)	Zoom Click Here To Register

ELITE AGENCY TRAINING SCHEDULE

(for Leaders) – November 2025

DATE	TOPIC	TIME	CONTENTS	OPENED FOR	PLATFORM / VENUE
19 & 20 Nov 2025	Sun Recruitment Based Advisory (RBA)	9:30AM to 5:30PM	▪ A customized program helping leaders to developed a sense of purpose, direction and clarity in building a team via recruiter. ▪ In this program it also help to prepare participants to shift from a sales-oriented mindset to a business mindset. ▪ In this program participants will be equipped with 5 Steps Attraction Strategies recruitment techniques	GAD & AD or newly promoted GAD & AD (8 CPD hours)	SLM HQ , 5th Flr KL Office (Face-to-Face) Click Here To Register

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