

A photograph of a man with a beard and short brown hair, wearing a dark blue suit, white shirt, and blue tie. He is smiling and looking towards a woman with blonde hair who is seen from the back, holding a smartphone. The background is a blurred office setting. The image is overlaid with a dark blue triangle in the top right and a maroon triangle in the bottom left.

biluf

LIKE A PRO SERIES:  
SELL LIKE A PRO

1-2 MARCH 2023

# OVERVIEW

The 'Like a Pro' Series is a series of workshops catered to improve your overall professional skills in writing, selling, presenting, and negotiating. Each workshop is tailored to develop your professional skills and will allow you to be more effective in your communication with a boost of confidence that every professional needs.

Workshops included in the 'Like a Pro' Series are:

- Sell Like a Pro [1-2 March 2023]
- Present Like a Pro [13-14 March 2023]
- Write Like a Pro [15-16 March 2023]
- Negotiate Like a Pro [8-9 May 2023]

Sell Like a Pro workshop is a 2-day programme that is designed especially for delegates in sales who would like to enhance their sales skills. This highly interactive workshop will be facilitated via discussions, demonstrations and role play to better equip participants with the necessary skills in handling customers and closing the sales.

This workshop will give you the essential selling skills to start selling like a pro!

# OBJECTIVES



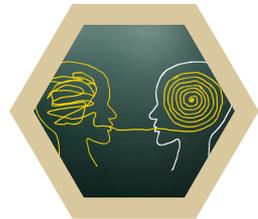
## **ASK**

effective questions from customers to get results;



## **USE**

mirroring and matching to build instant rapport with customers and to pace and lead them;



## **UNDERSTAND**

motivation of a buyer;



## **SELL**

effectively using consultative method;



## **DETECT**

buying signals;



## **HANDLE**

objections effectively; and



## **CLOSE**

a sale effectively.

# METHODOLOGY



Face-to-face training

This training will include various sessions on theories, individual activities, and group exercises.

# PROGRAMME DETAILS

Date	Time
1-2 March 2023	8:30 am – 12:00 pm 1:30 pm – 5:00 pm

\*\*\*Time/date is subject to change  
Please refer to [www.bilif.com.bn](http://www.bilif.com.bn) for the latest updates\*\*\*

# WHO IS THIS PROGRAMME FOR?

This programme is suitable for individuals who are looking to enhance their selling skills in order to build a portfolio of potential clientele and effectively close sales.

# PROGRAMME DELIVERY

Day 1	Day 2
1. Essential Selling Skills	6. Modern Selling Technique
2. Rapport Building Skills	7. Psychology of Selling
3. Communication skills	8. Closing technique
4. Persuasion	9. Role Plays
5. Customer Needs	10. Key Success Factor

# PROGRAMME LEADER

## WAN CHING

Chong Wan Ching began her career in a manufacturing company where she successfully developed, implemented and obtained several products and quality management system certifications, including the internationally recognised ISO 9002. Since then, she moved on to various international and local financial institutions in the fields of insurance, investment, banking, sales, sales management and training.

Wan Ching believes in continuous self-development and has obtained various certifications. She is a Certified Financial Planner registered with the Financial Planning Association of Singapore. She is also a Accredited Training Professional, Certified NLP Master Practitioner, Certified Coach Practitioner, and Six Seconds EQ Certified Practitioner. Wan Ching has a wealth of experience in providing training specialising in the areas of insurance, investment, financial planning customer service, sales, sales coaching and management, presentation, leadership and many other soft skills. Her workshops are known to be highly active, mind-set changing and experiential.

# ABOUT BRUNEI INSTITUTE OF LEADERSHIP AND ISLAMIC FINANCE

Brunei Institute of Leadership & Islamic Finance (BILIF) was established in 2010 as the Centre of Excellence for the finance industry in Brunei Darussalam, providing high-quality learning solutions, including signature and collaborative events for human capacity development in the areas of Islamic finance and leadership. Under the purview of Brunei Darussalam Central Bank (BDCB), BILIF plays a fundamental role in Pillar 5 of Brunei Darussalam Financial Sector Blueprint 2016-2025 in raising financial industry standards especially in the areas of Islamic finance. All of our programmes are accredited by Brunei Darussalam National Accreditation Council as Value Added Qualifications. Appointed by BDCB, BILIF is the official licensing examination centre for Financial Planning Practitioners' Programme (FPPP) and Qualifying Examination for Insurance/Takaful Agents (QEFITA). BILIF is also the official examination centre for all examinations under Chartered Institute for Securities & Investment (CISI), UK; Chartered Bankers Institute (CBI), UK; International Compliance Association (ICA) and The Accounting and Auditing Organization for Islamic Financial Institutions (AAOIFI), Bahrain.

Over the past 10 years, BILIF has forged strategic partnerships with local and international organisations enabling us to bring professional programmes, expertise and opportunities to shape future leaders, experts and innovators in the areas of Islamic finance and leadership. More recently, BILIF has also established partnerships with Bahrain Institute of Banking and Finance (BIBF) and The London Institute of Banking & Finance (LIBF), both with the objective of bringing more quality learning opportunities for our participants in the areas of banking and finance. BILIF has been honoured with multiple international awards and accolades: The "Best Emerging Islamic Finance Training Institution – Brunei 2021" from the International Finance Awards 2022, "Best Islamic Finance Education & Training Brunei 2021" from the Global Banking & Finance Awards®, "Global Good Governance (3G) Human Resource Development Award 2022" received at the 7th Annual 3G Awards Ceremony and GIFA Excellence Award (Islamic Finance Training & Education) in 2022; The GIFA Excellence Award (Islamic Finance Training and Education) 2021 at the 11th Global Islamic Finance Awards (GIFA), the Award for "Contribution to Organisation" at the Asia HRD Awards in 2021; and the GIFA Excellence Award (Islamic Finance Training and Education) in 2019.

**74**

Events

**687**

Programmes  
and Examinations

**15,300+**

Participants

# LIKE A PRO SERIES: SELL LIKE A PRO

1-2 March 2023



To apply for the programme, please email your completed form to askseed@bilif.com.bn by 2 February 2023

CATEGORIES	STAKEHOLDERS	NON-STAKEHOLDERS
FEE	<input type="checkbox"/> \$800.00 (20% SBS)	<input type="checkbox"/> \$900.00
LIKE A PRO SERIES FEE (4 PROGRAMMES)	<input type="checkbox"/> \$2,600.00	<input type="checkbox"/> \$2,970.00

SAVE UP TO 10%

By completing and signing this form, you hereby agree to the terms and conditions below:

Full Name:  IC Number:   
Position:  Department:   
E-mail:  Phone:

Full Name:  IC Number:   
Position:  Department:   
E-mail:  Phone:

Full Name:  IC Number:   
Position:  Department:   
E-mail:  Phone:

## APPROVING OFFICER

Name:  Email:   
Position:  Department:

Please email the invoice to:

Signature and Company's Stamp

## Terms and conditions:

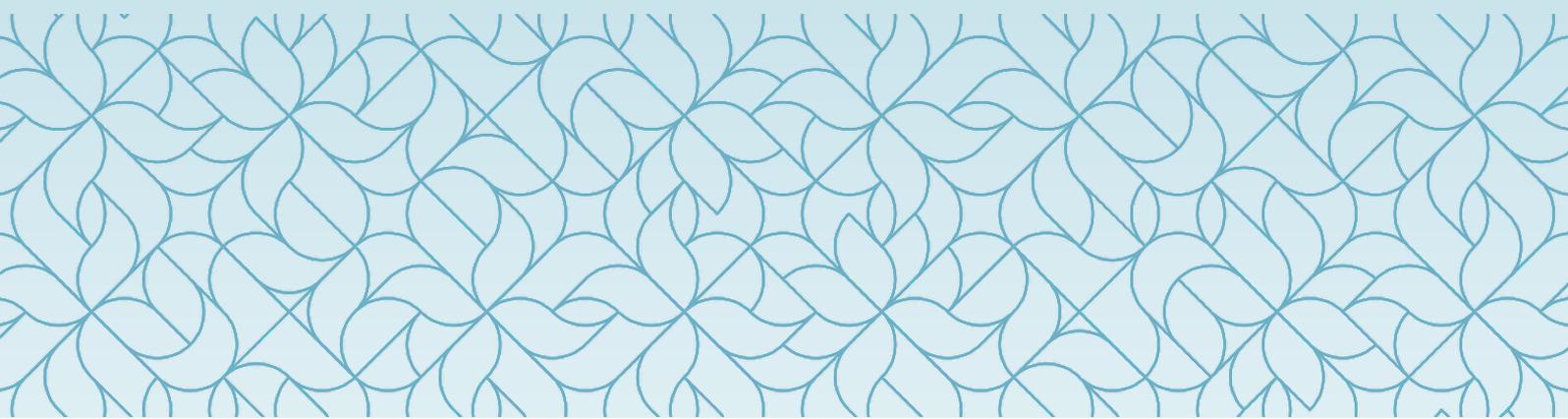
### Cancellation Policy:

- All cancellation must be submitted to BILIF in writing either by letter or email.
- Any cancellation received 30 days or more prior to the training date will incur a cancellation fee of 10% of the programme fee.
- Cancellation received 8 - 14 days to the training date will incur a cancellation fee of 50% of the programme fee.
- Cancellation of registrations received 7 days or less from the date of training or if the delegate fails to attend the training, he/she will be considered as 'no show' and is subjected to 100% of the programme fee.
- BILIF welcomes and accepts replacement of participants a day before the training commences.

### Other terms:

- Participants must complete all scheduled sessions and activities for them to receive the certificate of attendance/ completion.
- Payment must be made upon receipt of invoice issued by BILIF.
- BILIF reserves the right to amend, change or cancel the programme at any given time. We will immediately notify participants and organisations if any such changes are to be made.

# INTERNATIONAL AWARD WINNING INSTITUTE





Discover our upcoming programmes and events

[BILIF.com.bn](http://BILIF.com.bn)

Contact our Sales and Marketing Department  
for any enquiries

[askSEED@bilif.com.bn](mailto:askSEED@bilif.com.bn)

*Alternatively, you can also whatsApp us at  
+673 8171140 to learn more about our offerings*