



**PRO SERIES:
SELL LIKE A PRO**

25 - 26 JUNE 2024

DEADLINE TO REGISTER
26 May 2024



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 with the boost of confidence that every professional needs.

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

- Present Like a Pro
- Write Like a Pro
- Negotiate Like a Pro
- Sell Like a Pro

Sell Like a Pro workshop is a two-day programme that is designed especially for delegates in sales that would like to enhance their sales skills. This highly interactive workshop will be facilitated via discussions, demonstrations and role plays to better equip the participants with the necessary skills in handling customers and close the sales. This workshop will give you the essential selling skills to start selling like a pro!

OBJECTIVES

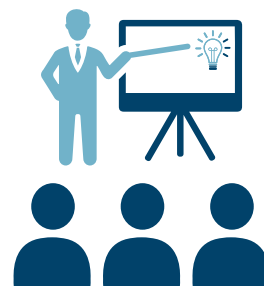
- Ask effective questions from customers to get results.
- Use mirroring and matching to build instant rapport with customers and to pace and lead them.
- Understand motivation of a buyer.
- Sell effectively using consultative method.
- Detect buying signals.
- Handle objections effectively.
- Close a sale effectively.

WHO IS THIS PROGRAMME FOR?

- Sales representatives
- Sales managers

METHODOLOGY

- Face-to-face
- Individual activities
- Group exercises



PROGRAMME DETAILS

DATE	TIME
25 - 26 June 2024	8:30 am - 12:00 pm 1:30 pm - 5:00 pm

***Subject to change

Please refer to www.bilif.com.bn for the latest updates***

PROGRAMME OUTLINE

DAY 1	DAY 2
Essential Selling Skills	Modern Selling Technique
Rapport Building Skills	Psychology of Selling
Communication skills	Closing technique
Persuasion	Role Plays
Customer Needs	Key Success Factor

PROGRAMME LEADER

CHONG 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 areas, 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.

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To apply for the programme, please email your completed form to askSEED@bilif.com.bn by 26 May 2024.

CATEGORIES	STAKEHOLDERS	NON-STAKEHOLDERS
FEE	<input type="checkbox"/> \$ 800.00	<input type="checkbox"/> \$ 900.00

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 up until 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.

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. Since its inception, BILIF has conducted 809 programmes and 83 events for more than 16,900 participants, including a suite of Virtual Instructor-Led Training (VILT) programmes and online events (as of December 2023).

BILIF has forged strategic partnerships with local and international organisations over the past 10 years which have allowed us to bring professional programmes, expertise and opportunities to shape future leaders, experts and innovators, particularly in the areas of Islamic finance and leadership. Amongst these strategic partners include The London Institute of Banking & Finance (LIBF), United Kingdom; the Accounting and Auditing Organization for Islamic Financial Institutions (AAOIFI) and Bahrain Institute of Banking and Finance (BIBF), Bahrain; Islamic Development Bank Institute (IsDBI), Kingdom of Saudi Arabia, Singapore

Management University (SMU), Singapore and INCEIF University, Malaysia. Locally, BILIF has also partnered with two of the top higher education institutions in Brunei Darussalam; Universiti Brunei Darussalam (UBD) and Universiti Sultan Sharif Ali (UNISSA) in our joint efforts to impart invaluable knowledge and skills for students and professionals in not only finance but also other private and government sectors.

Appointed by BDCB, BILIF is the official licensing examination centre for Financial Planning Practitioners' Programme (FPPP) and the 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 AAOIFI. BILIF has also recently been accepted as a Pearson Vue Authorised Test Centre which can house more than hundreds of examinations such as Certificate in Climate Risk, Certified Internal Auditor® (CIA®) and Certified Associate in Project Management (CAPM), amongst others.

BILIF has received multiple accolades including 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® and "Global Good Governance (3G) Human Resource Development Award 2022" received at the 7th Annual 3G Awards Ceremony. BILIF was also awarded its third "GIFA Excellence Award (Islamic Finance Training & Education) 2022, which has been previously received in 2019 and 2021.

83

Events

809

Programmes
and Examinations

16,900+

Participants

INTERNATIONAL AWARD WINNING INSTITUTE





Discover our upcoming programmes and events

bilif.com.bn

Contact our Sales and Marketing Department
for any enquiries

askSEED@bilif.com.bn

*Alternatively, you can also whatsApp us at
+673 8271140 to learn more about our offerings*