

CPD Training Course 15 Hours

Live broadcast: Zoom Class

13-17
JUNE
2022

1 藝術品市場投資機遇 - NFT如何撼動藝術界

- 藝術品金融投資理財新趨勢
- 環球、中國及藝術市場
- 金融科技與藝術品交易
- 藝術銀行：金融與藝術的跨界

2 藝術品市場投資機遇 - 藝術品投資基金與古董投資

- 藝術品投資基金與藝術品的價值
- 藝術世界生態系統與未來
- 古董收藏的難點
- 深度觀察 - 案例研究

3 Agency 招聘增員 從招開始建立團隊的基礎8件事

- 招募作業流程化
- 招聘第一原理
- 招聘後為什麼留不住？
- 建立團隊的基礎
- 專注的招聘 用心的帶團隊
- 建立團隊的基礎8件事
- 團隊的定義定位
- 找人才 - 人才的基本輪廓
- 招募流程標準
- 招募工具箱
- TOD & COP 流程
- 迎接禮儀
- 要求推薦
- 團隊的存活與成長

4 醫療健康和生物科技重塑醫療格局 - 高端醫療保險與高淨值群體的關鍵需求

- 醫療行業新趨勢
- 高齡照護產業的黃金契機
- AI科技+生技醫療
- 再生醫學時代 - 幹細胞治療現況
- 再生醫學時代 - 人工組織市場
- 醫療旅遊

5 了解中國高淨值人群HNW的經濟觀與資產管理需求

- 全面了解內地高淨值家族群體
- 高淨值人士的需求
- 高淨值人群生活品質與消費觀
- 高淨值人士的醫療及健康服務需求
- 中國高淨值人群的投資展望：另類投資

6 從計算一輩子的開銷來分析顧客的保障

- 銷售: 從算出一生花費 - 知道買夠了嗎? 買對了嗎?
- 了解市場 · 調整自己的態度&策略
- 市場出現拐點的要求：不變就難以前行
- 必須整理的8+1個原則：生存到增長
- 還有更高的要求 - 3W
- 有了8+1的基礎, 還需要怎樣的配合

Aim and Objective

Aim to help professionals enhance and reinforce the knowledge of rules and regulations, additionally equip practitioners of the insurance industry with more tools in team building, recruiting, and selling. The last component, aside from laws and operations, is bringing significant knowledge of related areas that are usually being omitted - namely the understanding the high net worth group and their needs; the most advanced medical and biotechnology available for the rich; and an important alternative investment- art investment that most of the HNW have set foot on it.

PROFESSIONAL INSTRUCTORS

Mr. Lowell Lo (CPA, AICPA, ISACA, SIFM)

Chairman and Executive Director
BM Intelligence Group

Mr. TAM Siu Po, Bob

Responsible Officer
Assurance Appraisal Limited

Mr. Goman Chong

Responsible Officer
Tang Wealth International Limited (SFC Type 1,4,9 license)

Mr. Stephen Chan (CPA, AAS)

Director
Trinity-C Management Limited

Mr. FUNG Siu-fai, Michael

Senior Partner
Excel Executive Empowerment Ltd.
Corporate Supervisor
Shenzhen DEAN Assets Management Consulting Co., Ltd.

Mr. Peter Chong

Responsible Officer
Sandcastle Management Ltd (Insurance Broker)

Ms. Melissa Wong

Assistant Manager
Venhouse Financial Planning

Mr. Gawain Ma (CFP)

Director
A-one Alliance Limited

Register Now!



Course Name	Language	Date & Time	Charge (HKD)	Hours
<input type="checkbox"/> 1. 藝術品市場投資機遇 - NFT如何撼動藝術界	Cantonese	13/6/2022 (Mon) 10:00-12:00	300/240*	2
<input type="checkbox"/> 2. 藝術品市場投資機遇 - 藝術品投資基金與古董投資	Cantonese	13/6/2022 (Tue) 12:00-13:00	150/120*	1
<input type="checkbox"/> 3. Agency 招聘增員 從招開始建立團隊的基礎8件事	Cantonese	14/6/2022 (Tue) 13:30-16:30	450/360*	3
<input type="checkbox"/> 4. 醫療健康和生物科技重塑醫療格局 - 高端醫療保險與高淨值群體的關鍵需求	Cantonese	15/6/2022 (Wed) 14:00-17:00	450/360*	3
<input type="checkbox"/> 5. 了解中國高淨值人群HNW的經濟觀與資產管理需求	Cantonese	16/6/2022 (Wed) 13:30-16:30	450/360*	3
<input type="checkbox"/> 6. 從計算一輩子的開銷開分析顧客的保障	Cantonese	17/6/2022 (Thu) 13:30-16:30	450/360*	3

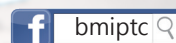
Please tick your desired course(s).
20% off for supporting units members
Attendance certificate will be issued after the course(s).

*The CPD Training Hours of the above courses are applicable to member of IA.

For more information, please visit www.bmiptc.com

Follow us on facebook

or



Personal Details (in BLOCK letters)

English Name: _____ Chinese Name: _____

Name of Company: _____

Name of Department: _____ Position Held: _____

Correspondence Address: _____

Email: _____ Facebook Name: _____

Office Tel. No.: _____ Mobile: _____ Fax: _____

Enquiry and Registration Hotline

Tel : (852) 2593 9653

Fax : (852) 2866 0454

Payment Method

i) Cheque (Payable to "BMI Professional Training Centre Limited")

Cheque No.: _____

HK Dollar: _____

ii) Bank Transfer * (A/C No.: 787 – 102524 - 883) Hang Seng Bank Limited

Please send a copy of the bank pay in slip (with your name on it) together with the application form to us by fax or by e-mail.

Email : registration@bmiptc.com

www.BMIPTC.com