



# ADVANCED Training Program

MDRT, MDRT TO-BE



# GV Advanced Training Program

Module 1      Education Planning

Analysis, Solutions, Hybrid Model, Bird view planning

Module 2      Retirement Planning

Analysis, Solutions, WMMW, Hybrid model, Expenditure & Legacy

Module 3      Debt Cancellation & Consolidation

APA, AMA, ASA, AQ

Module 4      Estate Planning

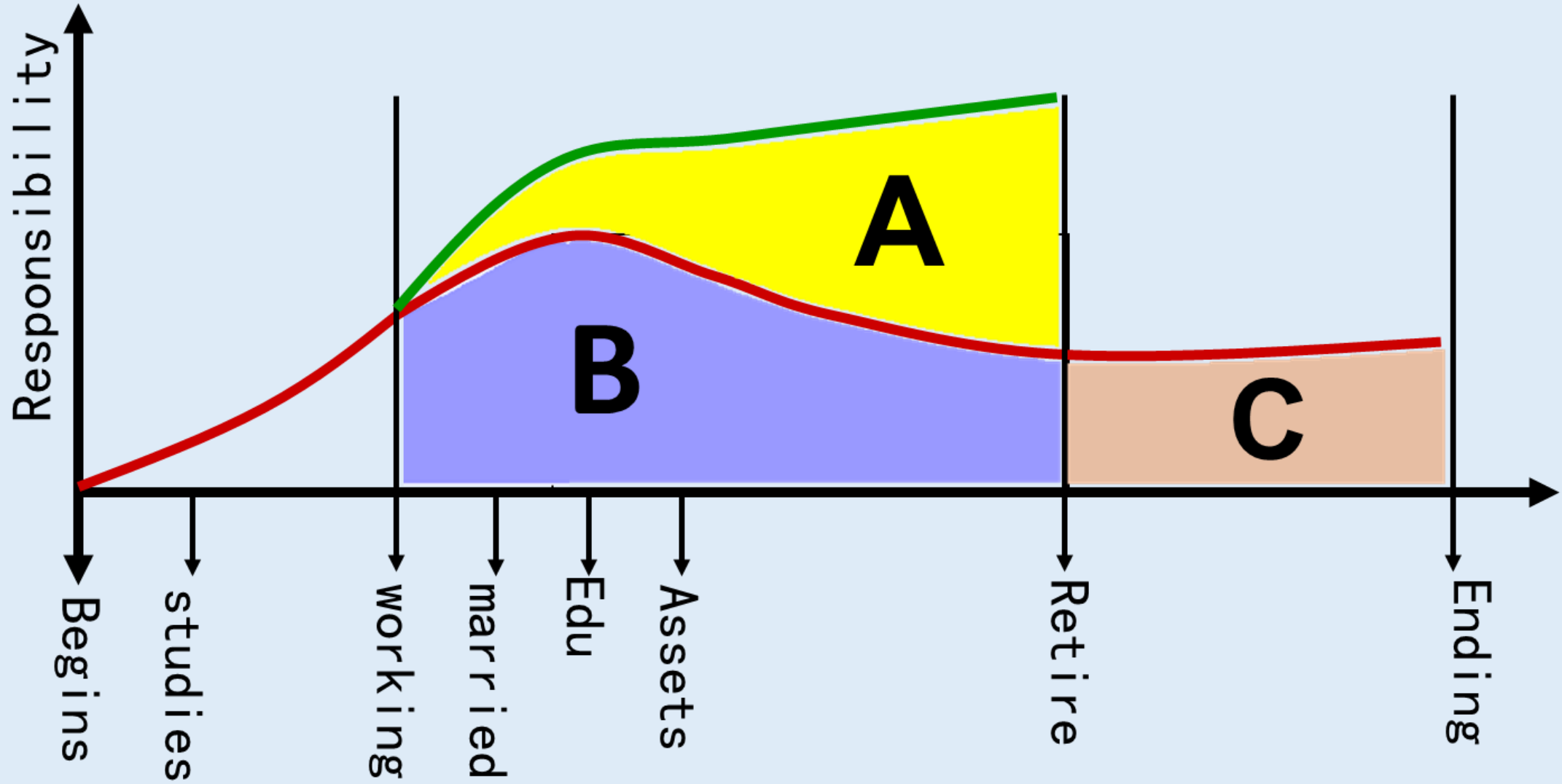
Will & Trust, Liquidity

Module 5      Business Financial Planning

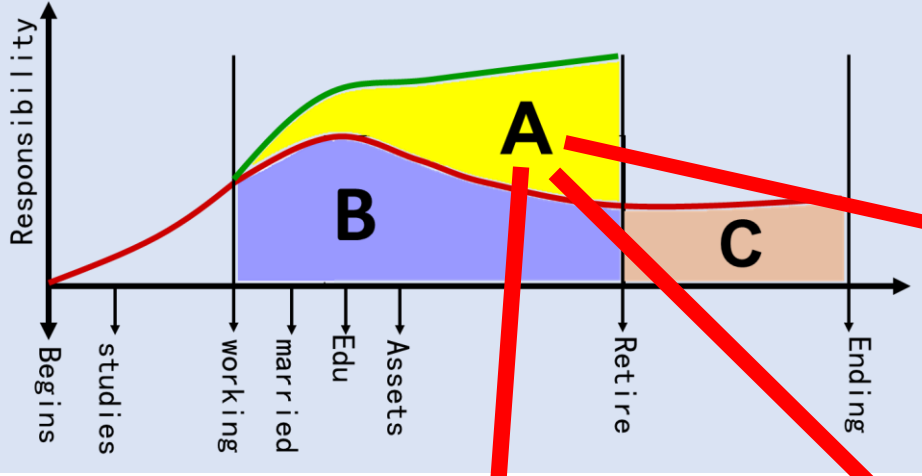
Key Management, Buy Sell Agreement (BVRT)



# Financial Needs Life Cycle

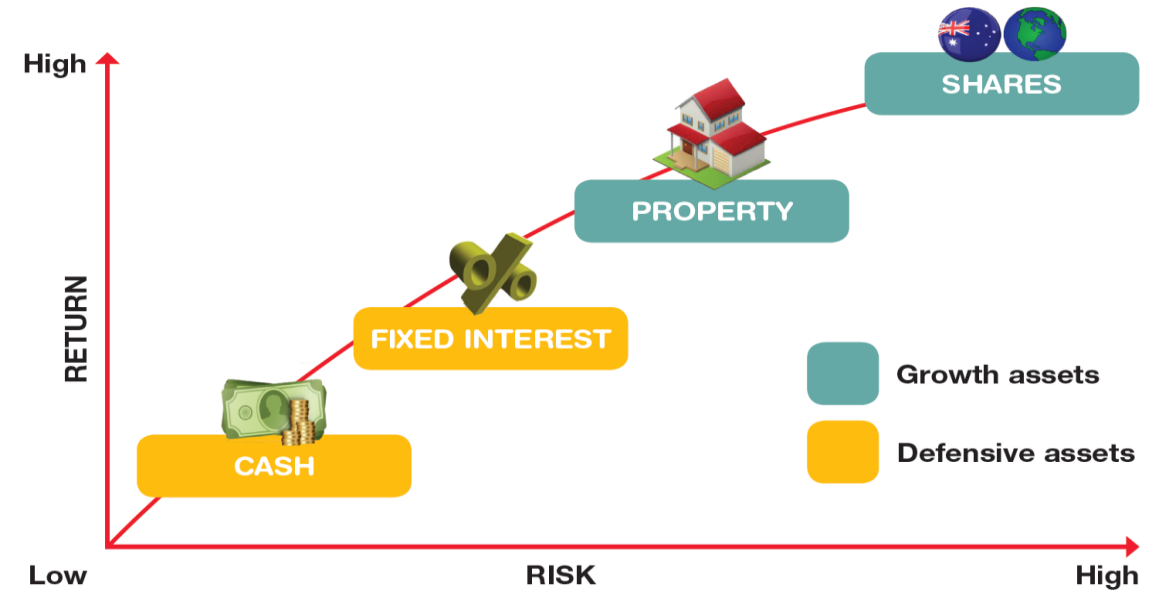


## Financial Needs Life Cycle

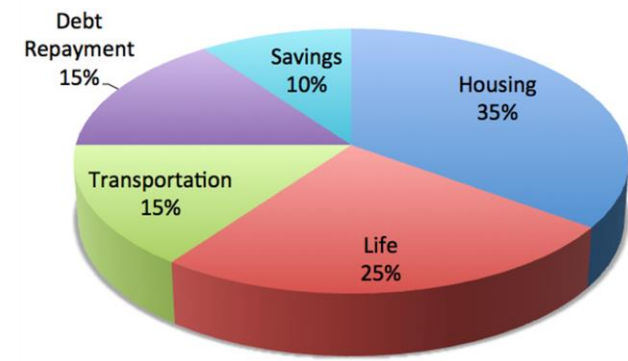


## 钱财的分配

<b>Liquidity</b>	➔	<b>现金流动 - 流动性</b>	3 to 6 months cash flow Flexible / Liquid
<b>Profitability</b>	➔	<b>投资理财 - 盈利性</b>	% of Return / Wealth Accumulation Able to take a bit of risk
<b>Security</b>	➔	<b>安稳保证 - 安全性</b>	Lock-in Secured Money Guaranteed Security / Serious Money

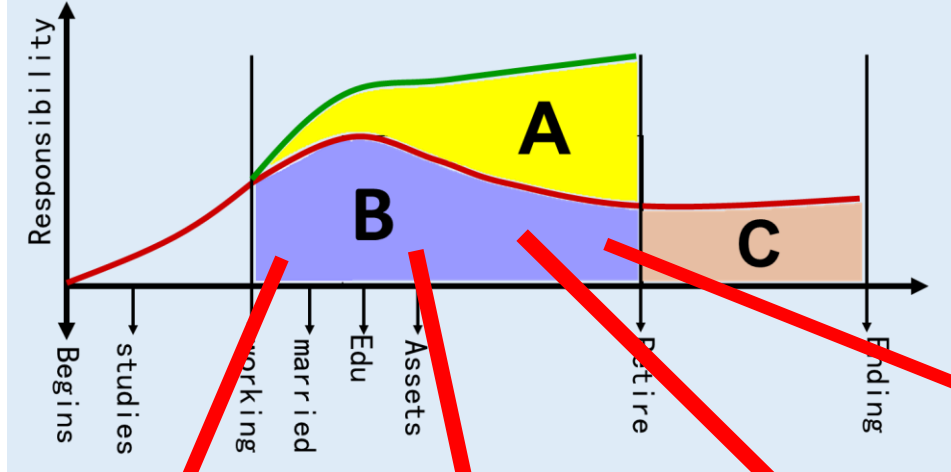


House is the **Biggest Investment Portion** of Individual



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## Financial Needs Life Cycle



1. **M**aintenance of living expenses – 衣食住行
2. **M**edical Expenses – 医疗保障与规划
3. **E**ducation – 教育基金规划
4. **D**ebt – 偿还债务

# MMED

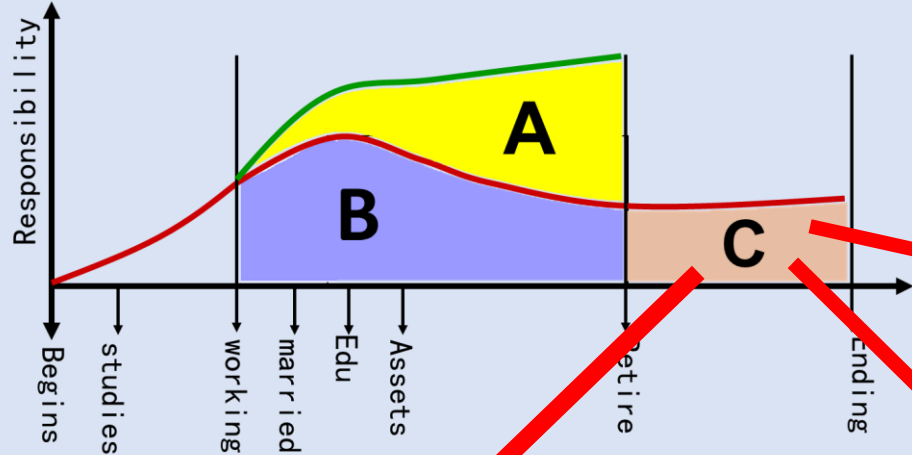
Monthly

### Profit & Loss

INCOME	EXPENSES
SALARY	Food
	Accommodation
	Clothing
	Transportation
	Savings / Others
<b>A</b>	<b>B</b>



## Financial Needs Life Cycle



## Retirement

**退休时**

以终为始

我们想要有怎样的退休生活?

- ✓ 财务资源
- ✓ 非财务资源

精采人生 优质生活

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## Consideration

1. **Healthcare solution (emergency)**
2. **Lifestyle needs (travelling, clothing, F&B, etc)**
3. **Huge/ Bulk purchase (upgrade of house, car, etc)**
4. **Living Expenses**
5. **Legacy (gift of love, standby funds, etc...)**

Children?  
Parents?  
Hospital?  
Guarantor?  
Banks?  
Lawyer?  
Last expenses?  
Legal suit?  
Etc.....

**Who Moved My Wealth?**

谁会搬走你的退休金?

Disclaimer: This Slide is Strictly for Internal Use Only.

**谁会搬走你的退休金?**

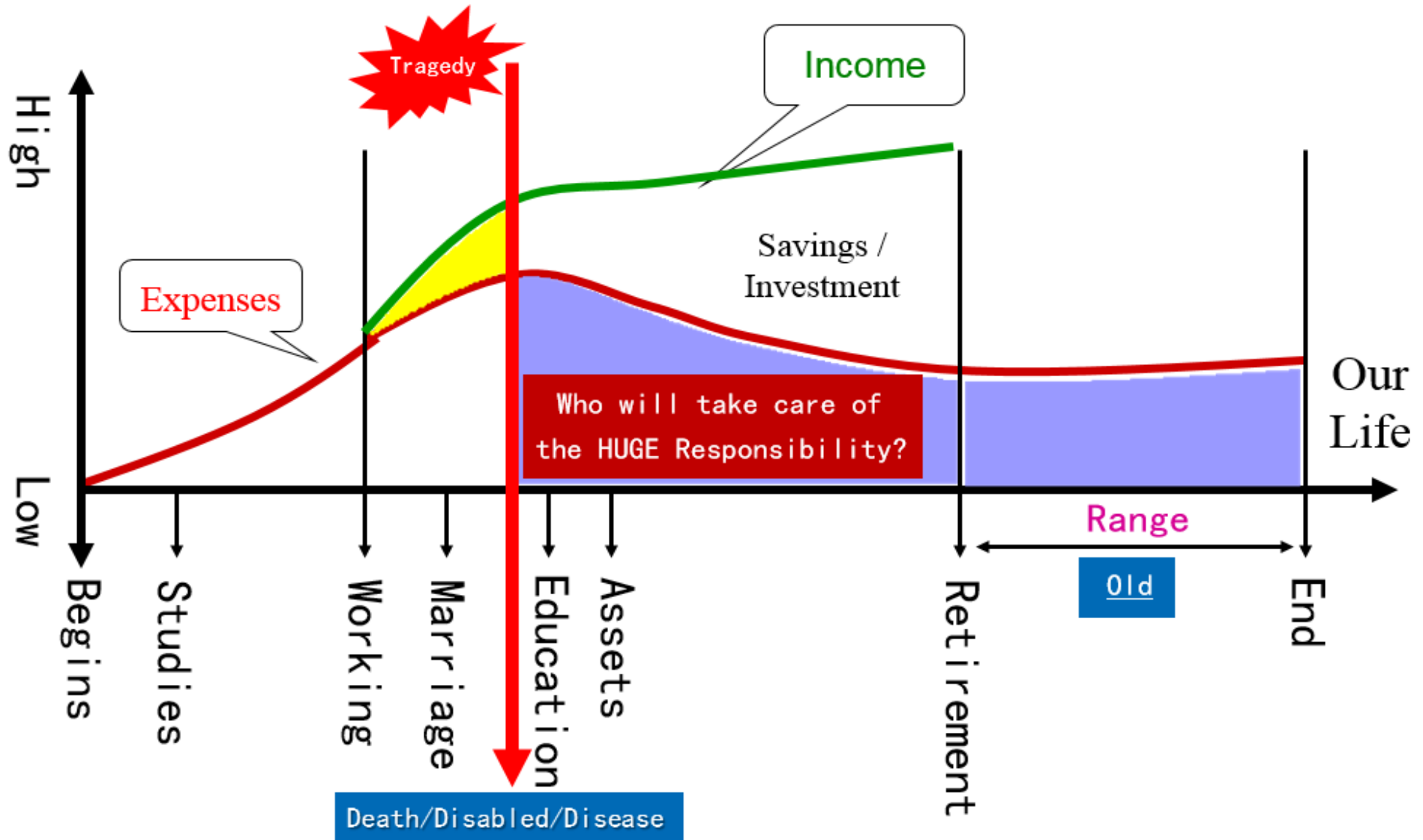
1. 孩子教育费 / 婚礼
2. 自己或家庭医疗费
3. 房屋贷款 / 汽车贷款
4. 紧急需求
5. 其他债务 / 担保人等

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*What if things were to happen?*



# Financial Needs Life Cycle



# Personal Risk Management

**APA**     **Asset Protection Account**

**AMA**     **Absolute Mortgage Analysis**

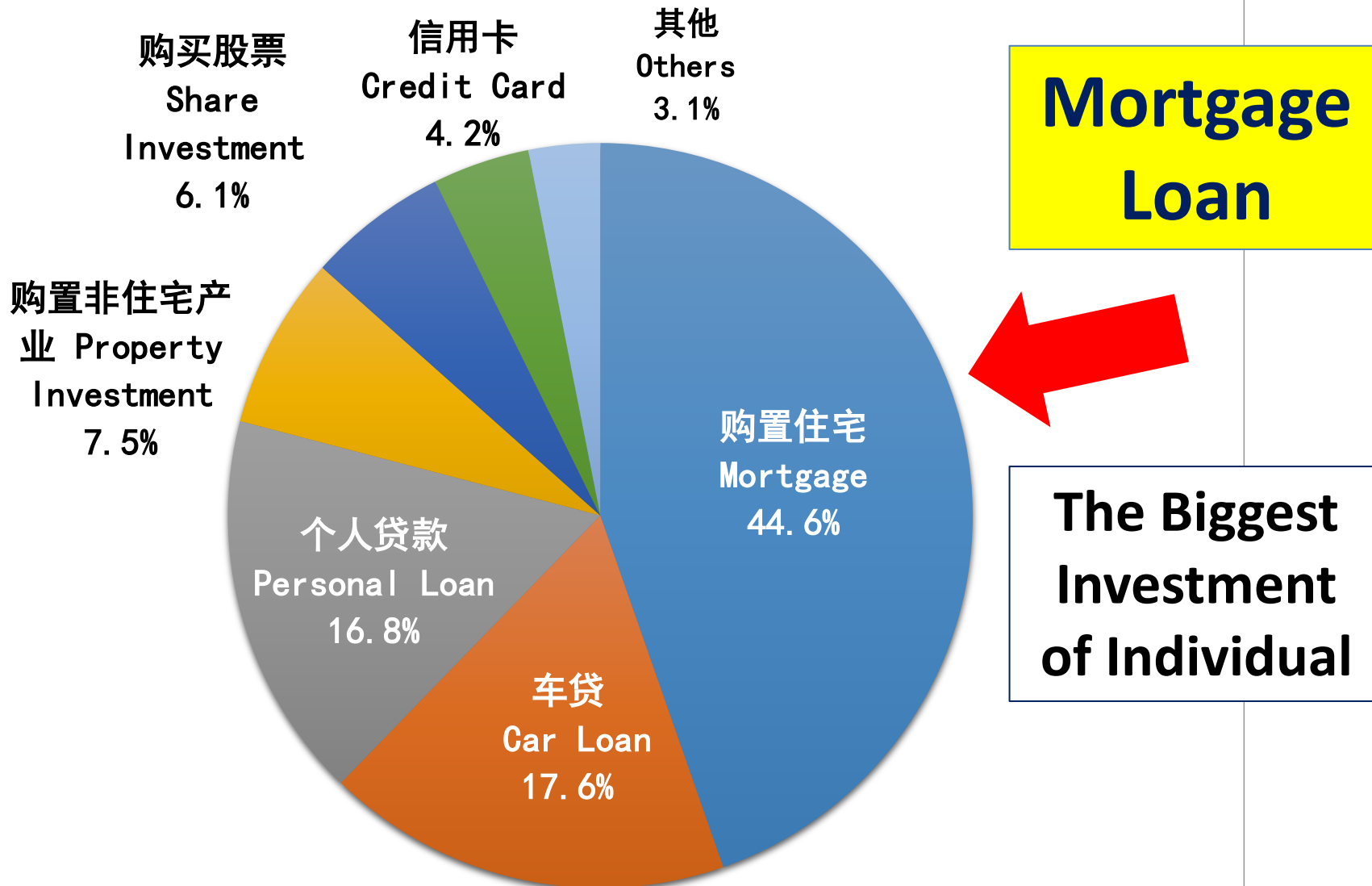
**ASA**     **Actual Scenario Analysis**

**AQ**     **Asset Liquidity**

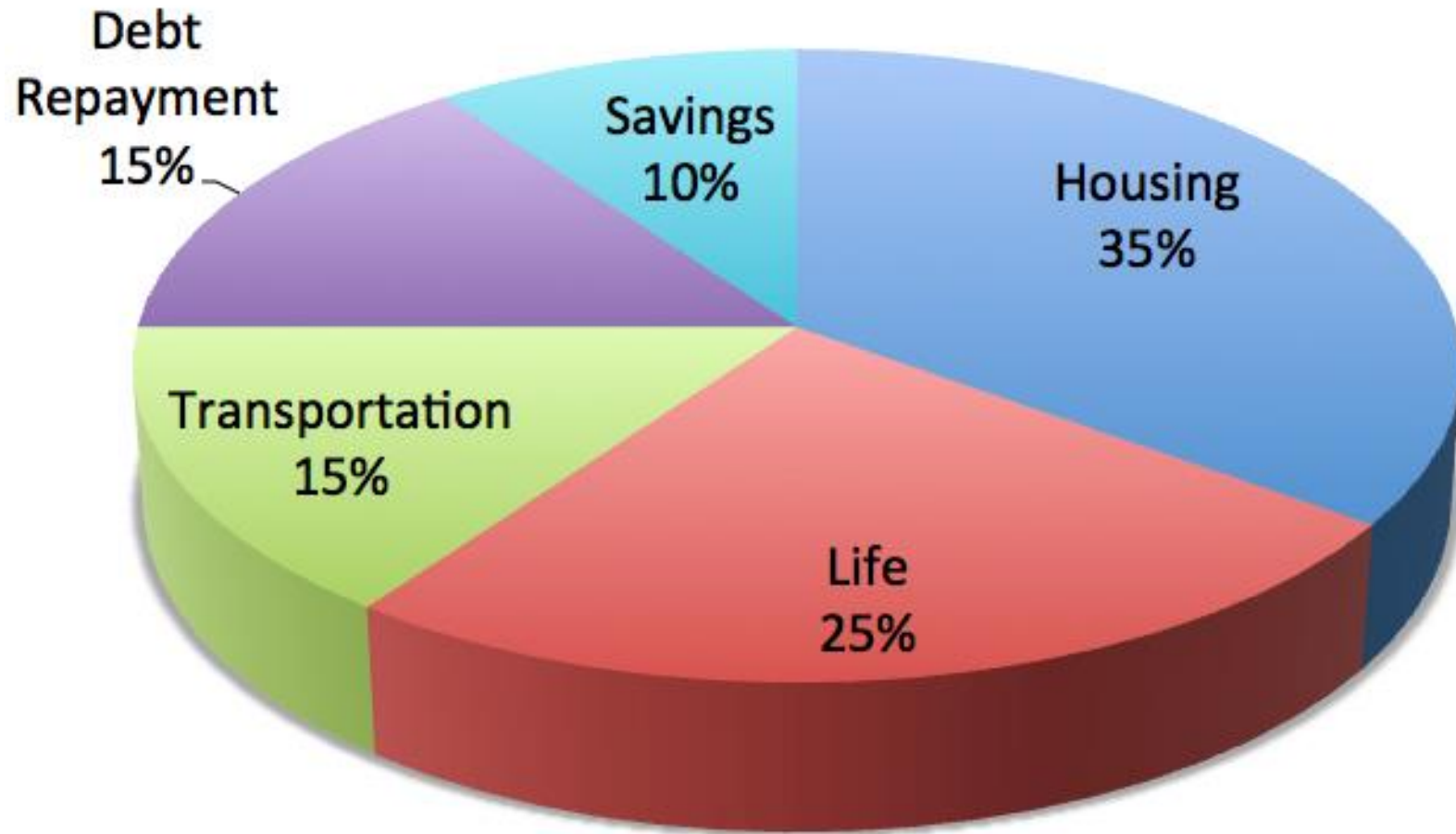
# Assets Protection Account (APA)



# 2013年大马家债总数 RM 7,843亿9,450万元 Total Family Debt in M'sia (2013) is RM784b



# House is the **Biggest Investment** Portion of Individual



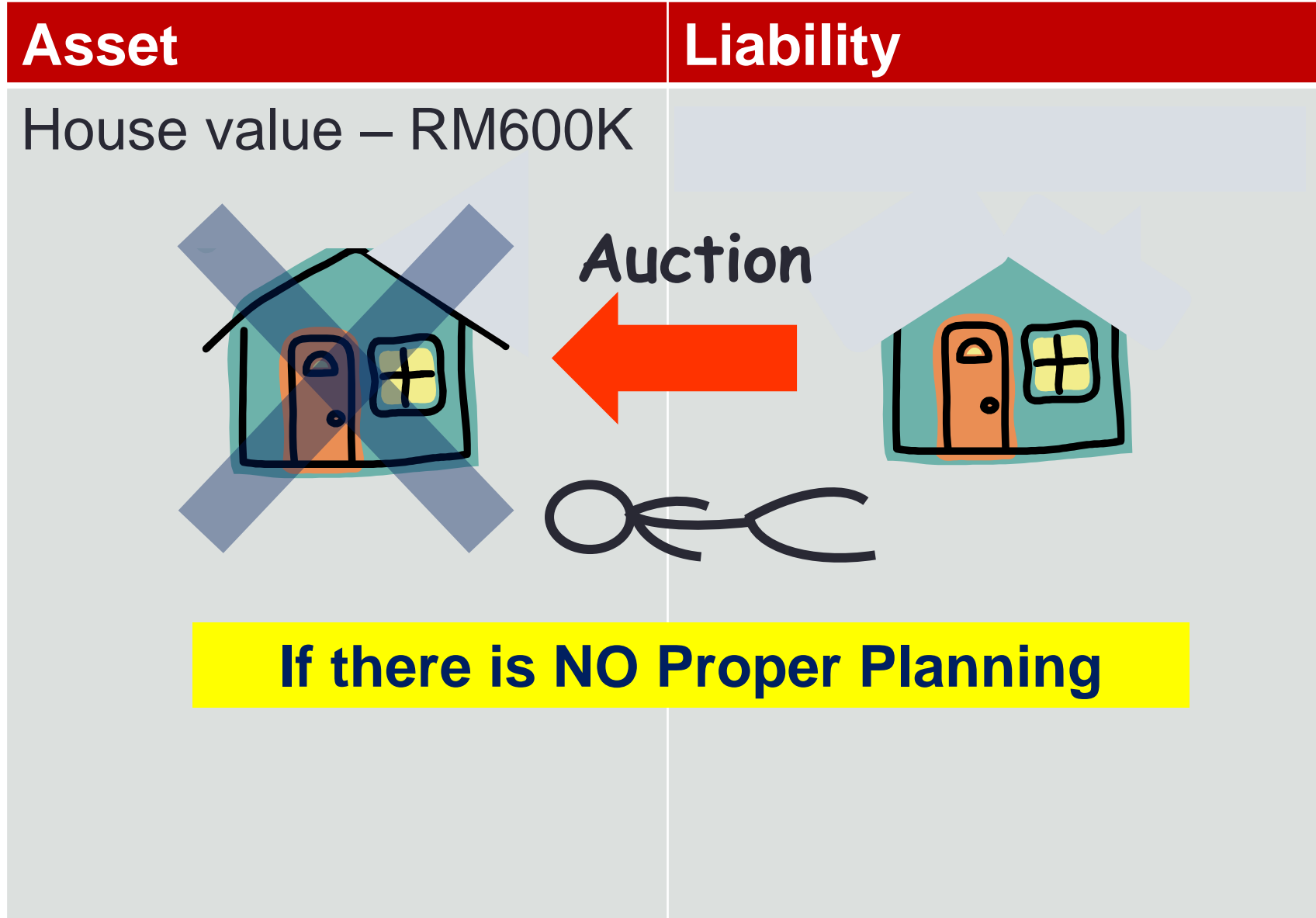
# Loan Application

## Mortgage Loan





Eg. RM540K



# Mortgage Loan



# Mortgage Loan – Risk Management

Asset	Liability
<p data-bbox="453 311 1251 378">House value – RM600K</p>   <p data-bbox="369 1249 1217 1335"><b>为何不善用保险来偿还债务?</b></p>	<p data-bbox="1299 311 1847 378">Loan – RM540K</p>  

保險

**Wise  
People!**

**为何不善用保险来偿还债务?**

**我已做好准备！ I have planned!**

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**偿还债务**  
Debt Cancellation

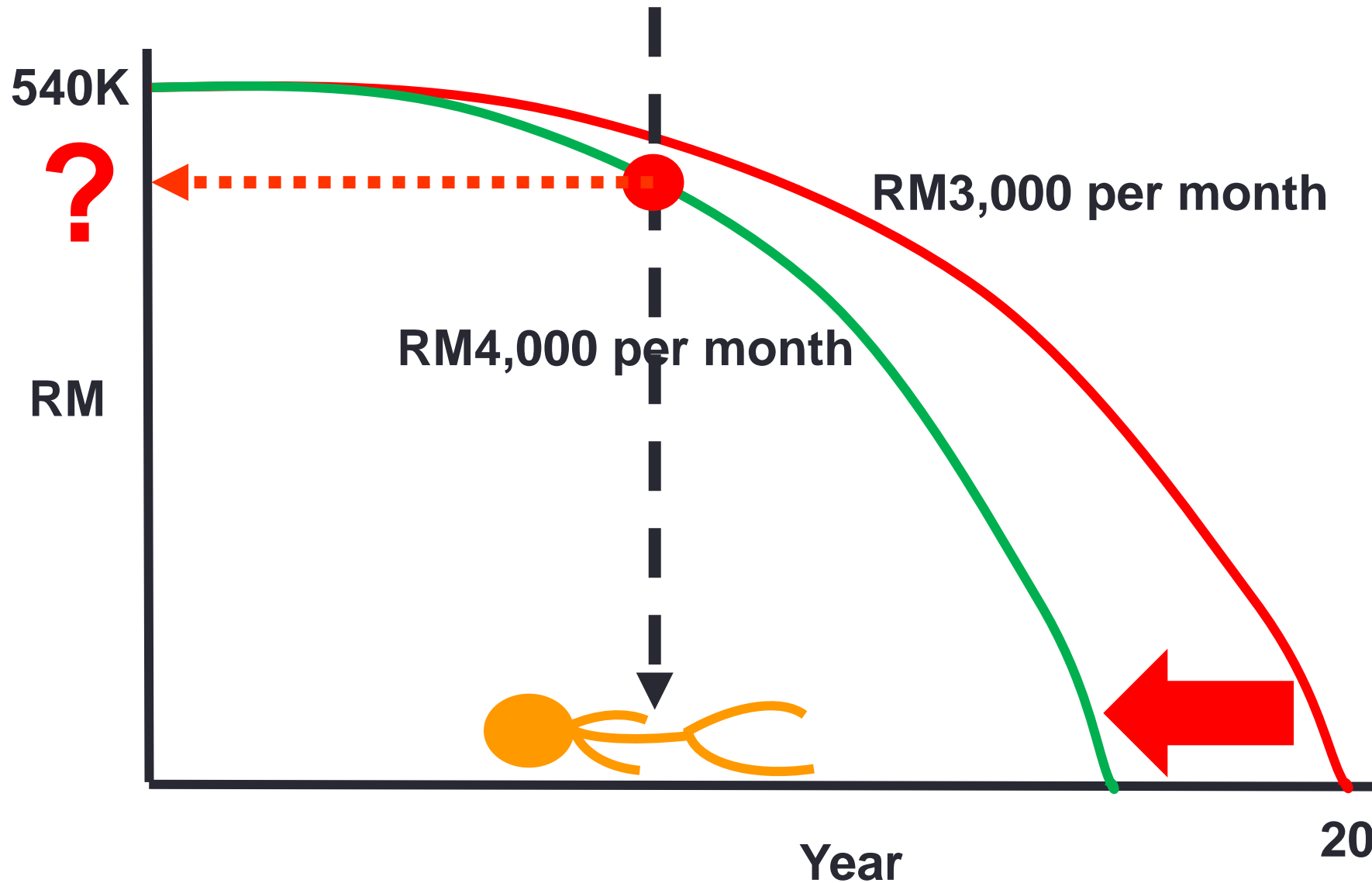
**用自己辛苦存到的钱！ Use your own money!**

**为何不借用保险金？善用财富！**  
Why not using Insurance? Maximize your Wealth

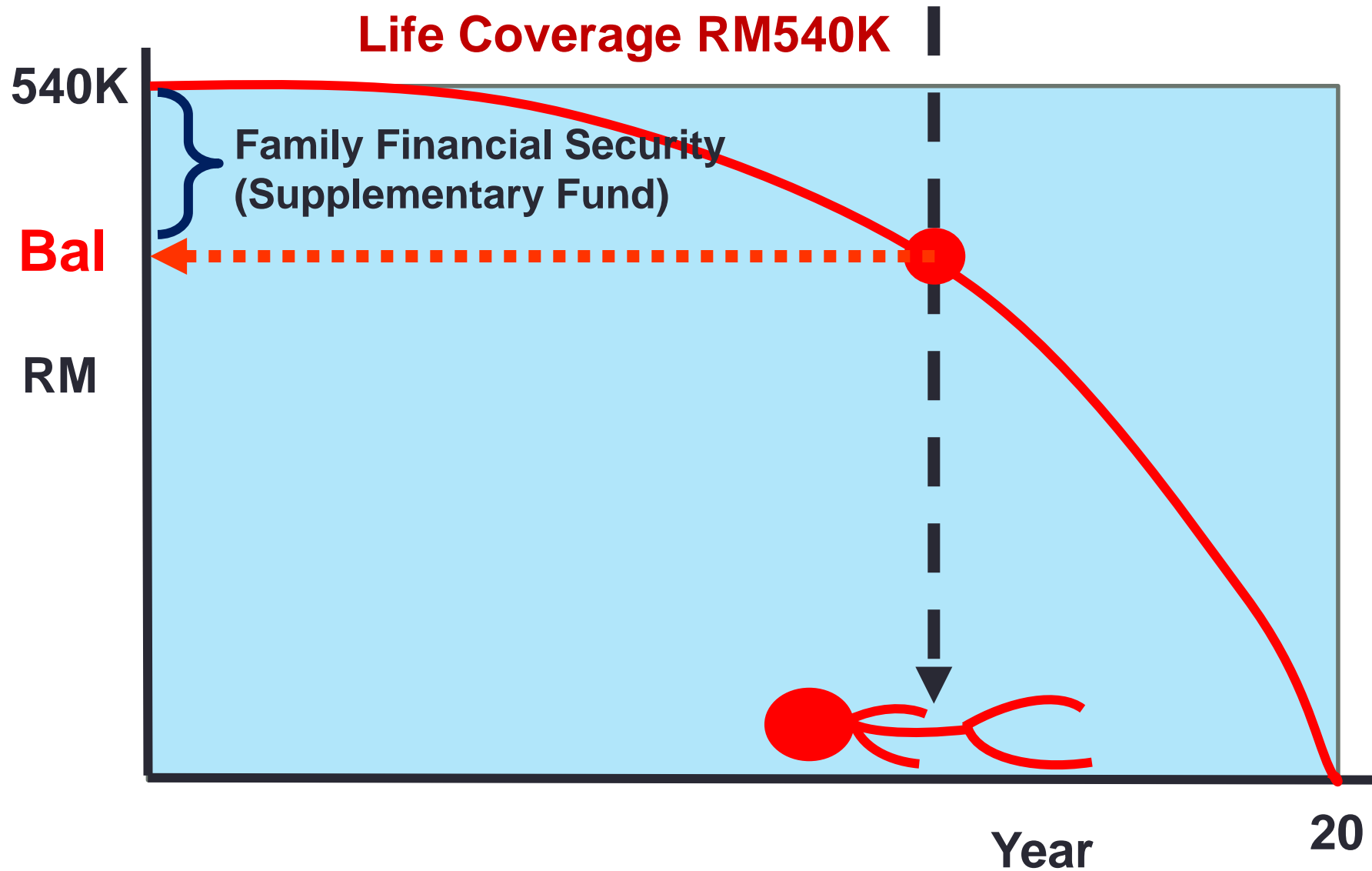
# Asset Protection Account



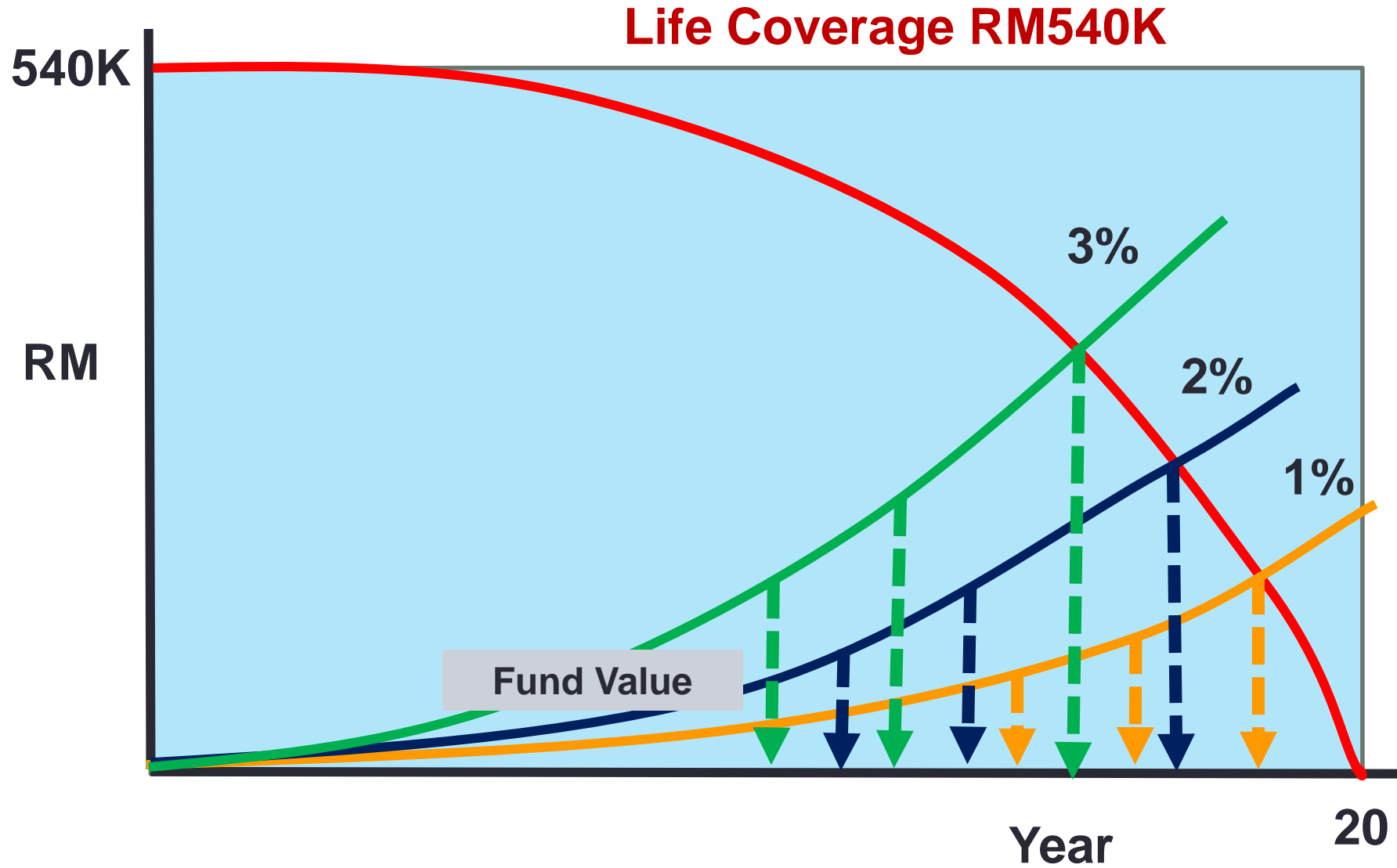
# Mortgage Loan – Shorten the Loan Tenure



# Mortgage Loan – Level Sum Assured Coverage



# Mortgage Loan – Shorten the Loan Tenure



# PETS

- P = Protection (additional coverage for family living expenses)
- E = Early Settlement if needed
- T = Transferable for another asset loan coverage
- S = Supplementary Retirement Funds if not being used for early settlement

# What are the differences?

## MRTA

- ✓ Total cost incurred
- ✓ Perceive cheaper
- ✓ Customer can choose either finance in or lump sum payment
- ✓ Cover Death and Disability

## Asset Protection Account

- ✓ Total Asset planning
- ✓ Customer can choose diff mode of payment
- ✓ Cover Death, Disability or Critical illnesses
- ✓ Level coverage
- ✓ Sum insured paid to family members
- ✓ Recycle usage for future properties even refinance
- ✓ Offset outstanding loan

## Mortgage Planning – Budget Allocation

Subject	Down Payment	Sales & Purchase Agreement	Mortgage Loan Agreement	Asset Protection Account	
Rough Calculation	% of purchase price	% of purchase price	% of Loan Amount	% of Loan Amount	
Budget Allocation	10%	3%	2%	1%	Able to shorten the loan tenure by 3 to 5 years
				2%	Able to shorten the loan tenure by 6 to 10 years
				3%	Able to shorten the loan tenure by 11 to 15 years

# 10 Reasons Why must engage APA instead of MRTA

No	Subject	APA (Asset Protection Account)	MRTA
1	Premium <b>Payment</b>	Can be yearly or <b>other mode of payment</b> half yearly, quarterly or monthly	Normally request for <b>lump sum</b> premium. If the amount is blended into the entire loan, eventually the borrower pay even more (including interest)
2	Time value of Money ( <b>TVM</b> )	Paying in yearly basis that means you are paying on <b>Future Value</b> ; More cash for other opportunity or current use.	Have to pay lump sum which is the <b>Present Value</b> ; Less cash for other opportunity or current use
3	<b>Level</b> Coverage	<b>Level Sum Assured</b> towards the duration of coverage; means the sum assured is the same towards the tenure.	<b>Decreasing Sum Assured</b> towards the duration of coverage
4	<b>Type</b> of Coverage	Can cover for <b>Death, Disability and Dread Disease</b> ; upon diagnosis of critical illness, there will be a lump sum payable to settle the outstanding loan.	Usually the coverage confine to <b>Death and Disability only</b> . Upon diagnosis of critical illness, the borrower still needs to settle the outstanding loan.
5	<b>Early Settlement</b> of Loan, shorten the loan tenure to save up the interest paid	Possible to have <b>early loan settlement</b> due to its cash or fund value accumulation. Thus, you may able to shorten the loan tenure and save up the unnecessary interest.	<b>Not possible</b> because there is no cash value
6	<b>Transferable</b> to cover 2 <sup>nd</sup> asset	Upon completion of loan repayment of the 1 <sup>st</sup> property, the APA can be <b>transferable</b> for the mortgage coverage for the 2 <sup>nd</sup> property.	For 2 <sup>nd</sup> property, the borrower <b>has to apply again</b> for new MRTA again.
7	<b>Insurability</b> issue	Since the APA can be transferred to 2 <sup>nd</sup> property, the borrower has <b>no worry of insurability</b> and no need to apply again. (unless he needs higher coverage)	Since new application is needed for 2 <sup>nd</sup> property, the borrower <b>may not able to insure</b> due to medical problem if any. (Not insurable due to medical issue)
8	<b>Financial Security</b> for Family	Upon death, disable or disease, the sum assured payable will settle the outstanding loan and since it is a level sum assured, there is <b>surplus of sum payable to the family</b> as living expenses.	Upon death or disable, the sum assured will settle the outstanding loan and because of reducing sum assured, there is <b>NO surplus to the family</b> .
9	Supplementary <b>Retirement</b> Benefit	Since the plan acquire cash value or fund value, it serves as <b>supplementary retirement fund</b> for the borrower should he sold the property or when he completed the loan repayments.	<b>No retirement fund</b> for the borrower as there is NO cash value involve.
10	<b>Savings Tool</b> to lock in your money	It is a <b>forced savings tool</b> for the borrower to set aside a small token every month or every year for the entire benefit mentioned above.	<b>No savings feature</b> . The borrower may just spend the money on other matter instead of locking it in a savings tool due to spending habit or bad discipline in handling money.

Insurance is

about **NOW**

not **THEN**

*DON'T  
WAIT!*



**Get It Now!**

# ***Approaching Script***

*By the way,  
have you planned for Asset Protection?*

## **If Yes**

*That's good. I have something to share with you.  
Perhaps it may be able to strengthen your existing  
program.*

## **If No**

*That's never too late. I have something to share with  
you. Perhaps it may help you and your friends in  
the future.*

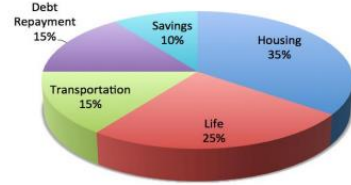
# Absolute Mortgage Analysis (AMA)





Name 姓名 : \_\_\_\_\_ Age 年龄 : \_\_\_\_\_  
 Company 公司 : \_\_\_\_\_ Designation 职位 : \_\_\_\_\_  
 Email 电邮 : \_\_\_\_\_ Tel No 电话号码 : \_\_\_\_\_  
 Marital Status 婚姻状况 : Single 未婚 / Married 已婚 / Divorce 离婚 Dependents 孩子人数: \_\_\_\_\_

House is the Biggest Investment Portion of Individual based on monthly income & expenses



Should INCOME Stop , have you planned the following ?

- MRTA , amount pay to BANK
- MLTA , amount pay to Spouse
- None , Why?

1. Existing Mortgage Analysis 目前房屋贷款分析

<u>Outstanding Mortgage Loan :</u>			<u>Outstanding</u>	<u>Remark</u>
Housing Loan 1	房屋贷款	RM	_____	_____
Housing Loan 2	房屋贷款	RM	_____	_____
Housing Loan 3	房屋贷款	RM	_____	_____
Others	其他	RM	_____	_____
<b>Total :</b>			_____	

2. Family Monthly Expenses 家庭每月开支

How much is your family monthly expenses? 家庭每月开支大约是多少? RM \_\_\_\_\_  
 How long do you want to take care of your loved ones? 你想要照顾他们多久? Year \_\_\_\_\_  
 Total Amount Needed 所需之家庭收入总共: RM \_\_\_\_\_

3. Do you want to refinance your existing property? 你是否愿意把目前的产业再融资?

- Agree 愿意
- Not Agree 不愿意
- I need a better solution to consolidate my existing financial status 我需要更好的方式来重整目前的财务状况

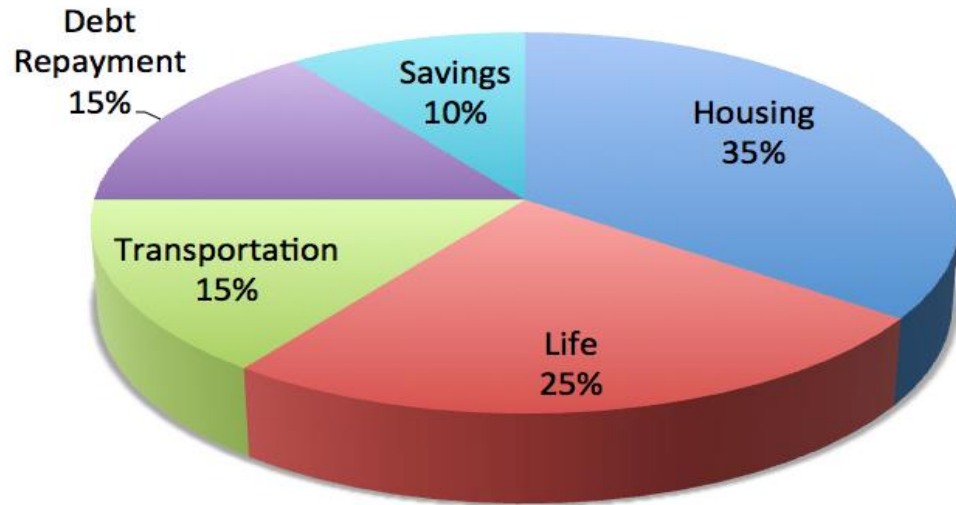
4. Recommendation : 特别推荐 我希望将这个【全面房贷分析表】的服务推荐给以下的朋友:

No	Name 姓名	Contact 联络	Remark 备注
1			
2			
3			

Associate : \_\_\_\_\_ Remark : \_\_\_\_\_

## Absolute Mortgage Analysis (AMA) 全面房贷分析表

House is the Biggest Investment Portion of Individual based on monthly income & expenses



Should INCOME Stop,  
have you planned the following?

- MRTA**, amount pay to BANK
- MLTA**, amount pay to Spouse
- None**, Why?

## 1. Existing Mortgage Analysis 目前房屋贷款分析

### Outstanding Mortgage Loan:

Housing Loan 1	房屋贷款	RM
Housing Loan 2	房屋贷款	RM
Housing Loan 3	房屋贷款	RM
Others	其他	RM

### Outstanding

### Remark

Total :

## 2. Family Monthly Expenses 家庭每月开支

How much is your family monthly expenses? 家庭每月开支大约是多少? RM \_\_\_\_\_

How long do you want to take care of your loved ones? 你想要照顾他们多久? Year \_\_\_\_\_

Total Amount Needed 所需之家庭收入总共: RM \_\_\_\_\_

**3. Do you want to refinance your existing property? 你是否愿意把目前的产业再融资?**

Agree 愿意

Not Agree 不愿意

I need a better solution to consolidate my existing financial status 我需要更好的方式来重整目前的财务状况

**4. Recommendation : 特别推荐**

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No	Name 姓名	Contact 联络	Remark 备注
1			
2			
3			

# Actual Scenario Analysis (ASA)



# Debt Cancellation



# Upon Demise...



Insurance Proceeds



Pay to  
Bank??



Outstanding LOAN



**LELONG**

To Settle other **CONCERNS**; family expenses,  
education, other debts, etc...

关键是

我们的家人还是要继续生活下去...

Life needs to go on

...

他们需要钱！



Name 姓名 : \_\_\_\_\_ Age 年龄 : \_\_\_\_\_

Company 公司 : \_\_\_\_\_ Designation 职位 : \_\_\_\_\_

Email 电邮 : \_\_\_\_\_ Tel No 电话号码 : \_\_\_\_\_

Marital Status 婚姻状况: Single 未婚 / Married 已婚 / Divorce 离婚 Dependents 孩子人数: \_\_\_\_\_

**1. Bank Loan Settlement 还清银行贷款**

In the absent of you, will your spouse settle the entire outstanding Bank Loan once she received the life insurance proceeds? 您不在后, 是否您的配偶将会把保险理赔金还清银行贷款吗?

 Will settle ALL 将会还清       Maybe NOT 也许不会       Not Sure 不知道  
 Why? \_\_\_\_\_

**2. Other Debt 其他债务**

Subject 项目	Outstanding Amount 剩额	Solution 解决方案
Car Loan 汽车贷款		
Housing Loan 房屋贷款		
Personal Loan 个人贷款		
Credit Card 信用卡		
Income Tax 个人所得税		
Others 其他		

**3. Income Dependency 收入依赖性**

 Can your family survive without your INCOME? 没有您的收入, 家人可以生存吗?  
 Can 可以       Maybe NOT 也许不能       Can Not 不能

Monthly Family Income Needs 所需之家庭收入(每月):      RM \_\_\_\_\_

**4. 请选择3个您最关注的项目** Please Highlight 3 Most Concern Matters:-

- 通过适当的储蓄 / 投资工具来累积财富 **Wealth Accumulation** via Savings / Investment
- 在我住院、动手术或残疾期间, 能照顾我本身以及家人 **Medical Coverage** for me & my family
- 孩子们的高等教育费 **Education Funds** for my children
- 为舒适的退休生活累积充足的资金 Sufficient Funds for **Comfortable Retirement**
- 制定/运用一个计划以分配我的遗产予指定受益人 **Estate Planning** Solution for Wealth Distribution
- 在我逝世、终生残废或病重时为家人提供财务保障 **Financial Protection** upon Death & Disability
- 房屋贷款重组/债务抵销 **Debt Cancellation & Loan Restructuring**

**5. Recommendation :** 我希望将这分析表推荐给以下的朋友:

No	Name 姓名	Contact 联络	Remark 备注
1			
2			
3			

Associate : \_\_\_\_\_

Next Appointment Date : \_\_\_\_\_



## Actual Scenario Analysis 真实状况分析表

Name 姓名 : \_\_\_\_\_ Age 年龄 : \_\_\_\_\_

Company 公司 : \_\_\_\_\_ Designation 职位 : \_\_\_\_\_

Email 电邮 : \_\_\_\_\_ Tel No 电话号码 : \_\_\_\_\_

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Credit Card 信用卡		
Income Tax 个人所得税		
Others 其他		

### 3. Income Dependency 收入依赖性

Can your family survive without your INCOME? 没有您的收入, 家人可以生存吗?

Can 可以                       Maybe NOT 也许不能                       Can Not 不能

Monthly Family Income Needs 所需之家庭收入(每月):                      RM \_\_\_\_\_

### 4. 请选择3个您最关注的项目                      Please Highlight 3 Most Concern Matters:-

- \_\_\_ 通过适当的储蓄 / 投资工具来累积财富 **Wealth Accumulation** via Savings / Investment
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- \_\_\_ 孩子们的高等教育费 **Education Funds** for my children
- \_\_\_ 为舒适的退休生活累积充足的资金 Sufficient Funds for **Comfortable Retirement**
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- \_\_\_ 在我逝世、终生残废或病重时为家人提供财务保障 **Financial Protection** upon Death & Disability
- \_\_\_ 房屋贷款重组/债务抵销 **Debt Cancellation & Loan Restructuring**

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# MMMED

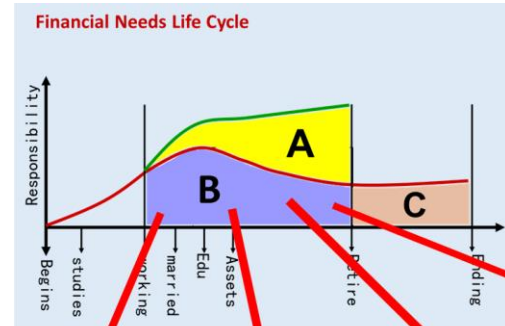
**M**aintenance Fee ?

**M**edical Funds ?

**E**ducation Funds ?

**D**ebt ?

Which one is your priority?



Monthly Profit & Loss

INCOME	EXPENSES
SALARY	Food
	Accommodation
	Clothing
	Transportation
	Savings / Others
A	B



**MMMED**

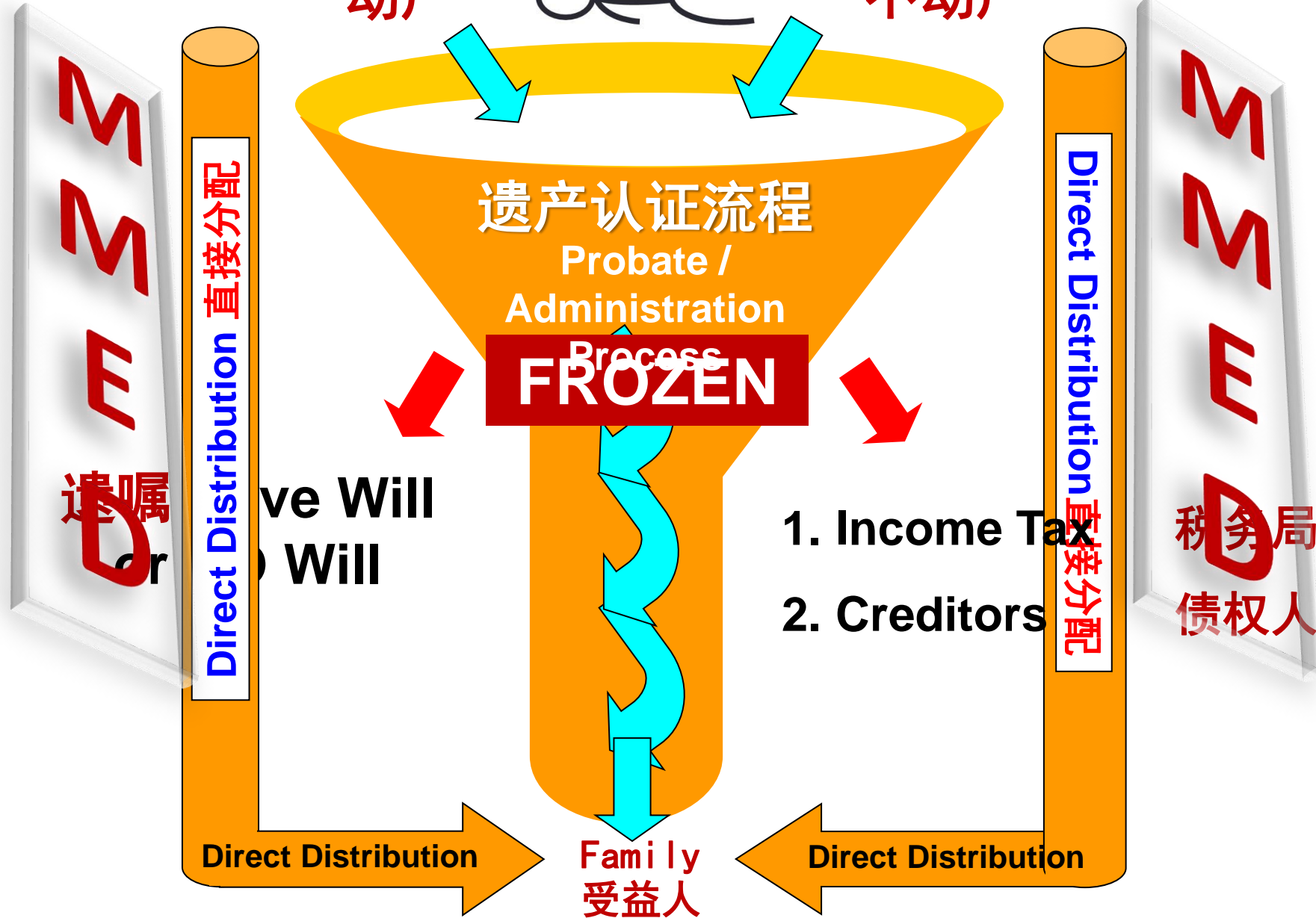
**WHY ?  
WHAT ?  
WHY ?**

Liquid Assets

Non Liquid Assets

动产

不动产



# Assets Liquidity (AQ)



**Monthly**

## Profit & Loss

INCOME	EXPENSES
SALARY	Food
	Accommodation
	Clothing
	Transportation
	Savings / Others
<b>A</b>	<b>B</b>

**A - B = +ve**

## Balanced Sheet

ASSETS	LIABILITIES
Bank / FD	Housing Loan
Unit Trust	Car Loan
Shares	Personal Loan
Properties/Car	Credit Cards
Others	Tax / Others
<b>X</b>	<b>Y</b>

Make "Y" = Sum Assured

**To Protect "X" = Wealth Preservation**

**Monthly**

### “Profit & Loss”

INCOME	EXPENSES
SALARY	Food
	Accommodation
	Clothing
	Transportation
	Savings / Others
<b>A</b>	<b>B</b>

**A - B = +ve**

### “Balanced Sheet”

ASSETS	LIABILITIES
Bank / FD	Housing Loan
Unit Trust	Car Loan
Shares	Personal Loan
Properties/Car	Credit Cards
Others	Tax / Others
<b>X</b>	<b>Y</b>

Make “Y” = Sum Assured

**To Protect “X” = Wealth Preservation**

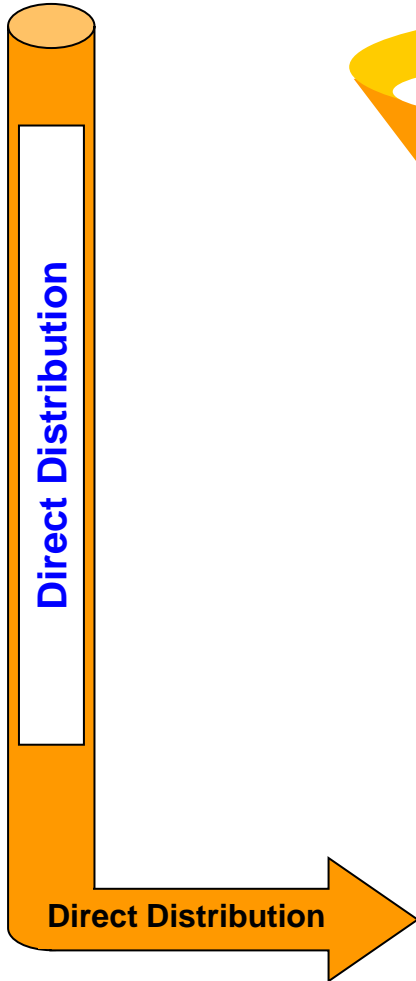
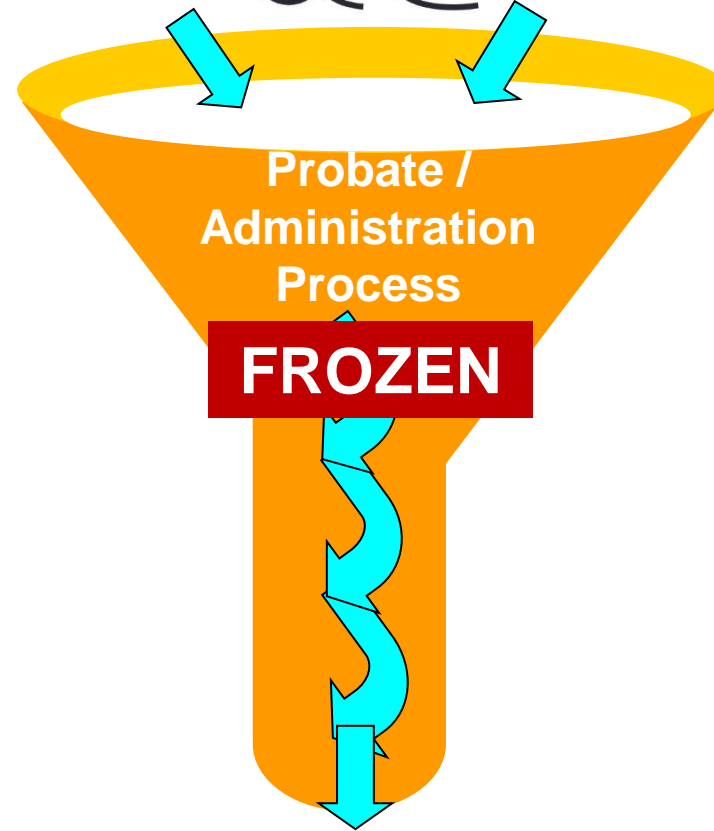
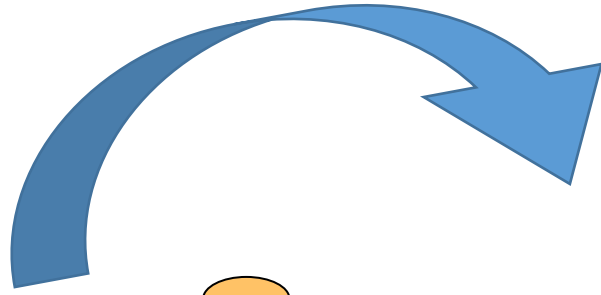


# Probate Assets

Eg: FD, Bank Accounts, Property, Shares, UT & etc

*OC*

ASSETS	
Bank / FD	H
Unit Trust	X
Shares	Pe
Properties/Car	Cl
Others	Ta
X	



Time?

Liquidity?

Income Tax

Creditors

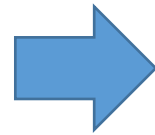
Estate Duty?

Beneficiaries

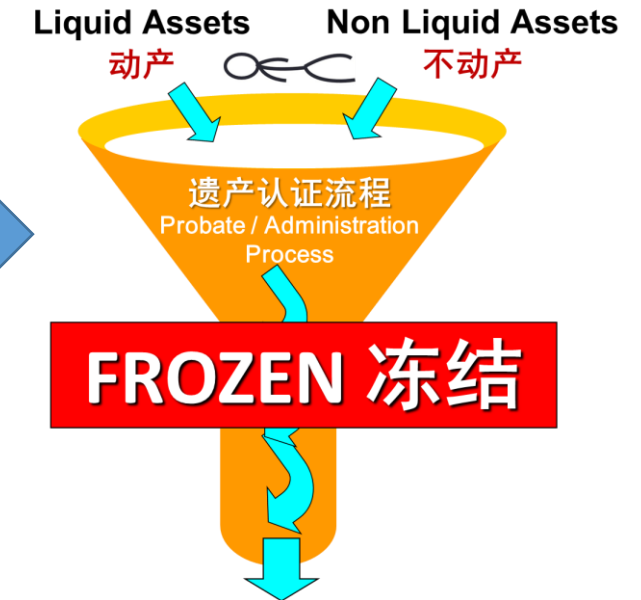
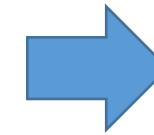
# Actual Situation on Financial Status Upon Death

## Balanced Sheet

ASSETS	LIABILITIES
Bank / FD	Housing Loan
Unit Trust	Car Loan
Shares	Personal Loan
Properties/Car	Credit Cards
Others	Tax / Others
<b>X</b>	<b>Y</b>



Financial Need: FINANCIAL NEEDS ANALYSIS 财务需求分析	
Your total Financial	RM
<b>Non-Probate Assets</b>	
EPF	75,874
MRTA 1	0
MRTA 2	0
MRTA 3	0
Life Insurance (personal)	0
Life Insurance (company)	0
<b>Sub-total (A)</b>	<b>75,874</b>
<b>Assets subject to Probate</b>	
Cash	
Fixed deposits	
Unit trusts	
- Equity funds	233,820
- Balanced funds	0
- Income / Bonds funds	0
Quoted shares	11,263
Unquoted shares	330,000
Motor vehicles	145,994
Investment properties (exclude personal home)	255,000
Jewellery / Collectibles	0
Life Insurance (personal)	730,000
<b>Sub-total (C)</b>	<b>1,893,629</b>
<b>Liabilities</b>	
Mortgage Loan 1	194,101
Mortgage Loan 2	0
Mortgage Loan 3	0
Car Loan 1	0
Car Loan 2	0
Personal Loan	0
Credit Card	0
Other debts	0
<b>Sub-total (B)</b>	<b>324,810</b>
<b>Liquidity Needs</b>	
Medical Expenses	0
Personal Guarantee on Business Loans	0
Emergency Need (6 months)	73,336
Education Fund (tertiary fund or)	0
Funeral Expenses	0
Probate Costs	0
Family Living Expenses (till dependent free)	0
Parental Support (5 years)	0
Others 1 -	0
Others 2 -	0
<b>Sub-total (D)</b>	<b>970,318</b>
<b>Total Financial Needs = (Sub-total B + Sub-total D) - (Sub-total A + Sub-total C) =</b>	<b>(RM 674,374.91)</b>
(upon demise)	
Based on the above Financial Needs Analysis, your total financial needs in your absence is,	<b>NIL</b>
<i>Financial Security = Net Worth + Insurance</i>	



Balance Sheet While Living

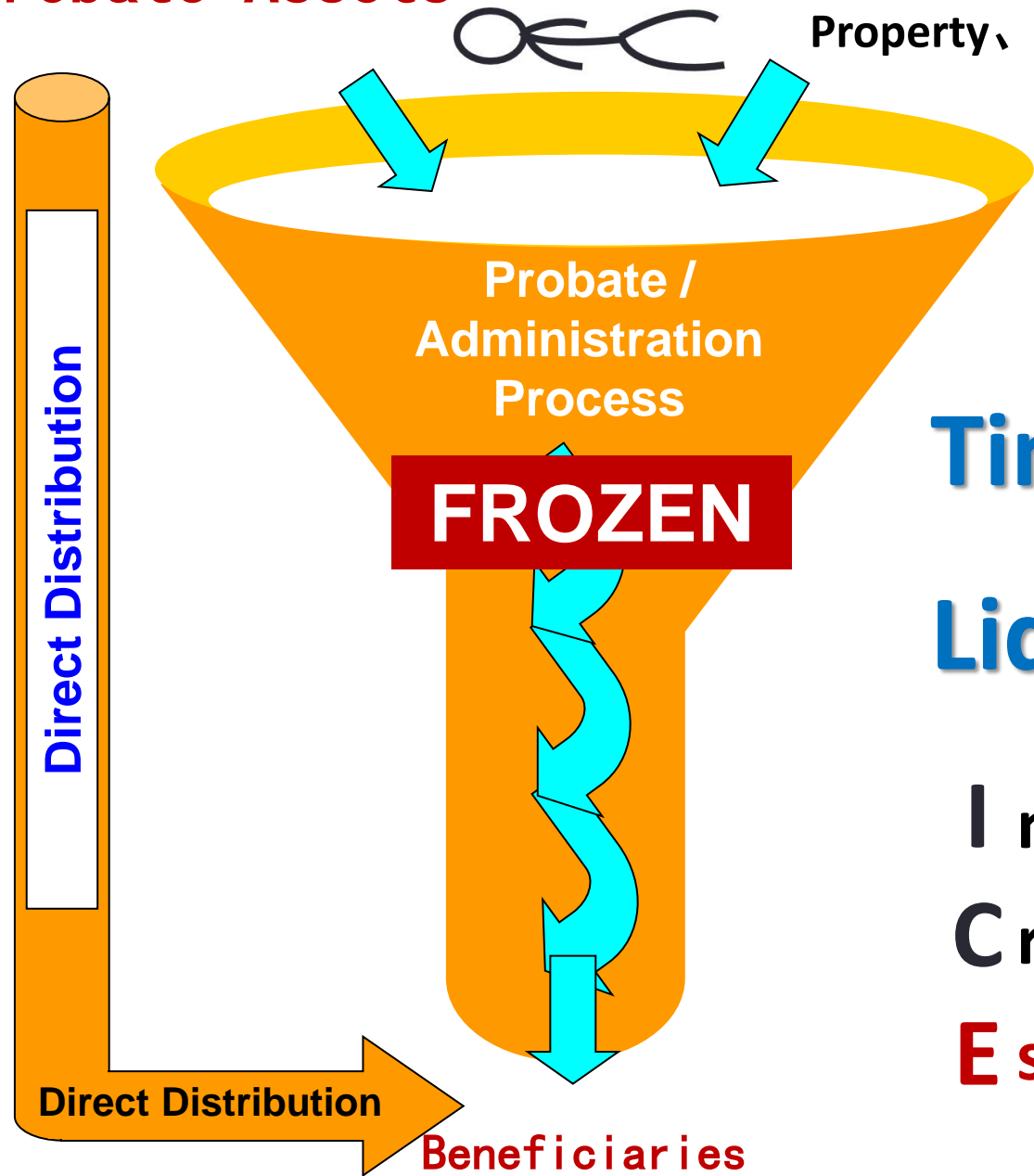
Balance Sheet Upon Death

Asset Frozen

Your Wealth **maybe Frozen** – Your Family Needs **CASH FLOW**

# Probate Assets

Eg: FD, Bank Accounts, Property, Shares, UT & etc



Time?

Liquidity?

Income Tax

Creditors

Estate Duty?

# Personal Risk Management

**APA**      **Asset Protection Account**

**AMA**      **Absolute Mortgage Analysis**

**ASA**      **Actual Scenario Analysis**

**AQ**      **Asset Liquidity**

Thank You

