



CIRCULAR

Date : 1 July 2014
To : Members of the MFPC/Education Providers/Exam Facilitators
From : Certification & CPD Board

Dear ladies and gentlemen,

14 HOURS OF MANDATORY CPD PROGRAMMES FOR RFP & SHARIAH RFP DESIGNEES

Please be informed that the Board shall implement 14 hours of mandatory CPD fulfilment in two areas; corporate presentation skills and the use of financial planning knowledge and skills as effective marketing tools. These mandatory CPD programmes aim to ensure RFP graduates are equipped with these important soft skills that enhance their professional conduct and image.

With this, please be informed that all RFP and Shariah RFP designees are required to fulfil this mandatory CPD requirement within **24 months** from the date of issuance of the RFP/Shariah RFP Module 7 examination results effective 1st January 2015.

The course outlines for the mandatory CPD programmes are listed as below for your attention.

MFPC Mandatory CPD Programmes	Learning Outcomes
Corporate/Business Presentation Skills (7 CPD Hours)	At the end of the programme participants should be able to: <ol style="list-style-type: none"> 1. Structure and plan an effective and seamless presentation 2. Deliver a credible presentation 3. Build rapport with the audience 4. Deliver content logically 5. Engage audience using multi-faceted approaches 6. Recognise and take advantage of own presentation strengths 7. Deal with pressures and nervousness 8. Develop impact voice projection and body language 9. Apply the use of compelling audio and visual aids to enhance the impact of a presentation 10. Avoid the traps and pitfalls of a mediocre presentation
Financial Planning as Effective Marketing Tools (7 CPD Hours)	At the end of the programme participants should be able to: <ol style="list-style-type: none"> 1. Become clearer about your positioning in the market place as a financial advisor to enable you to give clear messages to prospects about what you can do for them. 2. Consider various marketing approaches/strategies you can use which best suit your own style. 3. Write proposal/recommendations so that you can confidently respond to clients' needs professionally, and be protective of your own interests. 4. Learn how to price your work, know what others are charging and how to negotiate price so that the focus is more on your work than on your fee.



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For clarification and assistance, please contact the MFPC Secretariat at 03 – 6203 5899 or email to mfpc@mfpc.org.my.

Thank you.

Yours sincerely

Malaysian Financial Planning Council

Michael Kok Fook On

Chairman

Certification and CPD Board