



elite
development
programme



ELITE DEVELOPMENT PROGRAMME

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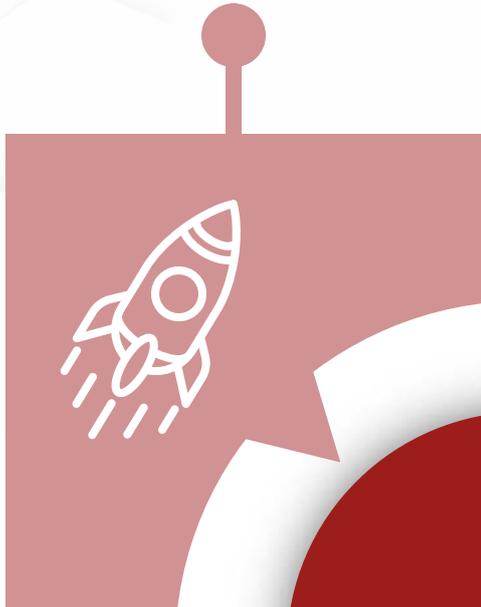
EDP OBJECTIVES

Our advanced recruitment engine is set to significantly enhance our agency's capabilities and efficiency.



01 | CAREER DEVELOPMENT

To encourage part time agents to develop full time career.



02 | RETENTION

To improve recruitment and retention of Takaful agents.



GOALS



03 | PRODUCTIVITY

To create more productive and professional agents.

04 | SUPPORT SYSTEM

To implement controlled training and supervision program for new recruits.

EDP JOURNEY



APPLICATION & INTERVIEW PROCESS

Complete Mandatory Document & Passed Screening Interview

90 DAYS FOCUSED TRAINING

Sales Builder Meeting (SBM) with TG Team on weekly basis



NEWLY CONTRACTED AGENT

PAMB Takaful Agent / PRUBSN Direct Agent contracted - TBE

PRUELITE PLUS 3D2N

Attend 3D2N EDP Induction Program

EDP PLUS

Extend EDP on Month 13 - Month 24 to embark leadership journey

EDP IN U2F

FINANCING CATEGORY	MONTHLY FINANCING AMOUNT	TOTAL 1-YEAR FINANCING AMOUNT	MINIMUM AVG. MONTHLY INCOME FOR PAST 3 MONTHS PRIOR TO EDP APPLICATION
EDP - 5000	RM5,000	RM60,000	NEW RM4,000 and above
EDP - 4000	RM4,000	RM48,000	RM3,200 and above
EDP - 3000	RM3,000	RM36,000	RM2,400 and above
EDP - 2000	RM2,000	RM24,000	RM1,600 and above

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FINANCING INCOME	NCB	NNBACI & CASE			
		MONTHLY REQUIREMENT		QUARTERLY REQUIREMENT	
		MONTH 1 - MONTH 6	MONTH 7 - MONTH 12	MONTH 1 - MONTH 6	MONTH 7 - MONTH 12
RM5,000	75,000	12,500 + 3 cases	16,000 + 4 cases	37,500 + 9 cases	48,000 + 12 cases
NEW RM4,000	60,000	10,000 + 3 cases	14,000 + 4 cases	30,000 + 9 cases	42,000 + 12 cases
RM3,000	45,000	8,000 + 3 cases	10,000 + 4 cases	24,000 + 9 cases	30,000 + 12 cases
RM2,000	30,000	5,000 + 3 cases	7,000 + 4 cases	15,000 + 9 cases	21,000 + 12 cases
OTHERS	<ul style="list-style-type: none"> Achieve persistency above 90% in the Current Year and 85% in the 1st Year under EDP Code. Fullfill 100% 90 Days Focused training attendance. 				
RETENTION	<ul style="list-style-type: none"> Min achieve 15,000 NNBACI & 4 Cases in a quarter. EDP Agents are required to meet minimum 1 case per month for 2 consecutive months, failed to meet will be withdrawn. No carry forward of excess production & cases is allowed across to the next quarter. 				

Monthly/quarterly financing payout will be paid by the 10th of every month after the agent meets the requirement.

EDP QUARTERLY BONUS



REWARD YOURSELF QUARTERLY WHEN YOU STAY
CONSISTENT IN PERFORMANCE



EDP AGENT

DIRECT LEADER

REWARD FOR BOTH EDP AGENT & DIRECT LEADER !

**Reward is payable IN MONTH 5, 8 & 11 subject to
EDP Agent remain active in EDP Programme*

*When EDP Agent **achieves**
TPC REQUIREMENT Every Quarter of EDP Programs*

FINANCING CATEGORY	PERSONAL PRODUCTION	1Q , 2Q & 3Q BONUS	
	TPC REQUIREMENT	EDP AGENT	DIRECT LEADER
EDP - 5000	75,000	RM5,000	RM2,500
EDP - 4000	60,000	RM4,000	RM2,000
EDP - 3000	45,000	RM3,000	RM1,500
EDP - 2000	30,000	RM2,000	RM1,000

EDP PERFORMANCE BONUS

ENHANCED YOUR PERFORMANCE BONUS !
 Earn Up to RM15,000 Rewards in Total.

ADDITIONAL BONUS UP TO RM15,000

When EDP Agent graduate as High Achievers

TPC (M1 - M12)	CASES	REWARD
360,000	50	RM15,000
250,000		RM10,000

- One-off payment to all EDP achiever should the Agent achieve the stipulated requirement between Month 1 to Month 12.
 - 90% Current Year & 85% 1st Year Persistency are required, qualifier will have to be remained as a contracted PAMB / PBTB agent at the time of payment.
- *Reward payout is up to 4 months after program completion upon meeting all requirements.*



**RESIGNATION LETTER FORM CURRENT /
PREVIOUS EMPLOYMENT**

Contracted as Full Time Agent



EDP APPLICATION FORM

Complete with requirement signatures



EDP SUPPLEMENTAL AGREEMENT

Without date



**EDP LETTER OF GUARANTEE AND
INDEMNITY**

Without date



INCOME PROOF

*Latest 3 months pay slips and / or
EPF Statement (Certified true copy
by Agent Leader)*



PRUDNA POP REPORT

(Proceed or proceed with caution only)



LATEST RESUME



HIGHEST EDUCATION CERTIFICATES



PRULEADS INSIGHT REPORT

Minimum 200 prospect names

MANDATORY
DOCUMENTS



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