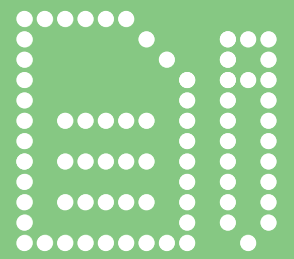


New Adviser Training Course Schedule



Day One

Monday 9am – 4pm

Session 1	Welcome and Expectations; 6 step advice process/ disablement process; Conduct & Code standards
Session 2	Disability curve; Products part 1
Session 3	Products part 2
Session 4	Products part 3
Session 5	Products part 4

Day Two

Tuesday 9am – 4pm

Session 1	Fact Find review and recommendations
Session 2	Statement of Advice
Session 3	Evince
Session 4	MUM

Day Three

Wednesday 9am – 4pm

Session 1	Underwriting
Session 2	Offer of Terms; policy schedule; Evince review
Session 3	Claims
Session 4	Claims case study and close