

# Overcoming Challenges in the Financial Planning Practice

**Date** : 26<sup>th</sup>, 27<sup>th</sup> & 28<sup>th</sup> March 2009

**Time** : 1.30 pm – 7.15 pm (26.03.09)  
8.30 am – 6.00 pm (27.03.09)  
8.30 am – 1.00 pm (28.03.09)

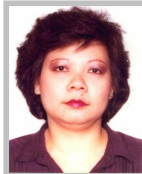
**Venue** : Awana Genting Golf and Country Club  
Genting Highland, Pahang



**Alvin Yap**  
B. Eng M.ScFP(NZ) ChLP FChFP RFP  
Managing Director and Chief Executive Officer  
Financial Planning business model



**Maurice CS Chia**  
MBA in Financial, BSc in Mathematics & Computer Science  
Founder of Axel Thompson Group in Singapore  
Decoding the asset allocation model construction



**Annie Nunis**  
HOD- Head of Corporate Risk  
Corporate Risk planning in Financial Planning practice



**Chua Poh Eng**  
HOD – Head of Investment  
Investment Planning in Financial Planning practice



**Christopher Sim**  
HOD- Head of Distribution  
Infrastructure support for Financial Planning Practices  
Life Insurance planning in the Financial Planning practice



**Sumathi**  
Legal & Compliance  
Legality issues and compliance in Financial Planning practice



**Johnsen Yong**  
HOD – Head of Para Planning  
Financial Planning advisory in Financial Planning practice



**Tung Siak Leng**  
Independent Consultant  
Fiscal and Asset Management

# Overcoming Challenges in The Financial Planning Practice

## Brief Introduction

The Financial Planning practices have one way or the other evolved with companies having its own identity be it on product or product with advisory or some being single disciplinary and some are on multi disciplinary practices. The current global crisis has opened up lots of avenues for independent Financial Planner where services include Accumulation, Preservation and Distribution strategies are part and parcel of an individual financial life goal. Challenges are inevitable, therefore Financial Planners must be far sighted to endure the transition changes in the market place and be aware of the available services rendered by a Financial Planning firm before making a decision.

## CONFERENCE PROGRAMME

### DAY 1 - 26<sup>th</sup> March 2009

1.30pm	Registration
2.00pm	Welcoming speech by CEO and Managing Director of A.D. CAPITAL SDN BHD
2.15pm	Christopher Sim HOD - Head of Distribution <b>Infrastructure support for Financial Planning Practices</b>
3.00pm	Christopher Sim HOD - Head of Personal Life <b>Life Insurance planning in the Financial Planning practice</b>
3.45pm	Tea Break
4.15pm	Annie Nunis HOD - Head of Corporate Risk <b>Corporate Risk planning in Financial Planning practice</b>
5.00pm	Sumathi Legal & Compliance <b>Legality issues and compliance in Financial Planning practice</b>
5.45pm	Johnsen Yong HOD - Head of Para Planning <b>Financial Planning advisory in Financial Planning practice</b>
6.45pm	Chua Poh Eng HOD - Head of Investment <b>Investment Planning in Financial Planning practice</b>
7.15pm	End

### DAY 2 - 27<sup>th</sup> March 2009

7.30am	Break fast
8.30am	Start
	Tung Siak Leng <b>-Fiscal and Asset Management</b>
8.30am - 9.00am	
	• Benefits of Fiscal and Asset Management
9.00am - 10.00am	
	• Flow of Money Strategy
10.00am - 10.30am	
	• Losing Sleep Money Falls Through the Cracks

10.30am	Tea Break
11.00am	Start
	11.00am - 11.30am
	• Managing Cash Flow challenges.
	11.30am - 12.30pm
	• The Budget plan
	12.30pm - 1.00pm
	• Breakeven
1.00pm	Lunch time
2.00pm	Start
	Maurice Chia
	<b>Decoding the asset allocation model construction</b>
	2.00pm - 3.00pm
	• Managing Risk for Return - understanding its principles
	• Investment philosophy
	3.00pm - 4.00pm
	• Understanding Efficient Frontier in Investment.
4.00pm	Tea Break
4.30pm	Start
	• Quantitative analysis
	• Model Portfolio construction
6.00pm	End
7.00pm	Dinner sponsored
	<b>DAY 3 - 28<sup>th</sup> March 2009</b>
7.30am	Breakfast
8.30am	Start
	Alvin Yap
	Managing Director and Chief Executive Officer
	<b>Financial Planning business model</b>
	8.30am - 9.00am
	• Discovering the Vision and Mission statement
	9.00am - 10.30am
	• Identifying the SWOT analysis
	• Discovering the Competitive analysis
10.30am	Tea Break
11.00am	Start
	11.00 - 12.15pm
	• Tier system vs. Referral of Planner model
	• Producer vs. Ownership model
	12.15pm - 1.00pm
	Questions and Answers
1.00pm	Lunch
2.00pm	END

## Registration Form - Overcoming Challenges in The Financial Planning Practice

CONFERENCE FEE		PAYMENT OPTIONS	
<input type="checkbox"/> Early bird, registered and paid before 10 <sup>th</sup> March 2009 ..... RM 406.00 <input type="checkbox"/> After 10 <sup>th</sup> March 2009..... RM 460.00		<input type="checkbox"/> Pay by Cheque No: _____ RM _____ Please post your crossed cheque payable to <b>A.D. CAPITAL SDN BHD</b>	
Including lunch, 2 coffee / tea breaks & handout materials <b>PARTICIPANT DETAILS</b>		<input type="checkbox"/> Pay by Credit Card: _____ RM _____ Please charge to my <input type="checkbox"/> Master <input type="checkbox"/> Visa	
Name (Mr/Ms/Mrs/Dr)		Card No	<input type="text"/>
NRIC No	Licensed / Membership no	CVV2 No.	<input type="text"/> (last 3 digit no. at the back of card)
Office	Org. member:	Name of Cardholder: (as appeared in the card)	
Mobile	Fax	Signature:	Expiry Date:
Company	Email		

A.D. CAPITAL SDN BHD (603062-M)  
 Suite 716, Level 7, Block E, Phileo Damansara 1, Jalan 16/11 46350 Petaling Jaya, Selangor Darul Ehsan  
 Tel: 03-7956 8833 Fax: 03-7957 3833  
 email: [info@adcapital.com.my](mailto:info@adcapital.com.my) website: [www.adcapital.com.my](http://www.adcapital.com.my)

For bookings and enquiries, kindly call Sheila/Chris at 03-7956 8833 or email [info@adcapital.com.my](mailto:info@adcapital.com.my) or visit us at [www.adcapital.com.my](http://www.adcapital.com.my)