

2026 Edition

CONTINUING EDUCATION WORKSHOPS



INVEST IN YOUR FUTURE



Introduction



Welcome to a world of financial empowerment and strategic wealth management. The Financial Planning Association of Malaysia (FPAM) proudly presents a comprehensive series of courses designed to elevate your expertise in key areas such as investment, estate planning, financial technologies, behavioural finance, ethics, communication and advisory skills.

About FPAM

FPAM is dedicated to promoting a culture of excellence among financial professionals across diverse disciplines, emphasising the continuous enhancement of technical competence and unwavering commitment to ethical obligations. In alignment with this mission, our continuing education courses cater to Associate and Certified Members, aiming to impart comprehensive knowledge and a nuanced understanding of Financial Planning and its associated activities. It is worth noting that our courses enjoy recognition from both the Securities Commission Malaysia (SC) and Bank Negara Malaysia (BNM) for meeting continuing education requirements, further underscoring our commitment to fostering professional growth within the financial industry.

Our Vision

To establish financial planning as a recognised profession through the promotion of excellence in financial planning for the benefit of all Malaysians.

Our Mission

To establish the global CFP® mark as the leading symbol of excellence for personal financial planning in Malaysia.

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Our History

The Financial Planning Association of Malaysia (FPAM) was established in 1999 as a non-profit organisation with a mission to advance the financial planning profession in Malaysia. From its early days, FPAM has been dedicated to enhancing the financial wellbeing of Malaysians and setting high standards in the financial planning industry through professional certification, continuous education and advocacy.

FPAM is recognised as the leading body for the CERTIFIED FINANCIAL PLANNER™ or CFP® certification in Malaysia, a globally respected qualification that signifies expertise and professionalism in financial planning. The association collaborates with regulators, industry stakeholders and educational institutions to maintain and promote rigorous professional standards and ethics.

Through its comprehensive range of programmes and initiatives, FPAM provides its members with access to ongoing professional development, networking opportunities, and resources designed to support their growth. This commitment ensures that financial planners are well-equipped to meet the evolving needs of their clients and the broader financial landscape.

A blurred background image of a business meeting. Several people in business attire are gathered around a wooden table. On the table, there are various documents, including a bar chart and a pie chart. The lighting is soft, and the overall tone is professional and collaborative.

Investment & Portfolio Management Courses

Analysing Company Performance Using Financial Statements



Course Overview

Unlock the hidden wealth of information in financial statements! This intensive course empowers you to dissect and interpret company financials like a pro. Learn to uncover valuable insights that drive smart investment decisions and give you a competitive edge in the financial world.

Who Should Attend?

- ✓ Financial Advisors
- ✓ Investment Analysts
- ✓ Fund Managers
- ✓ Business Owners
- ✓ Anyone who wishes to enhance their financial statement analysis skills and gain a deeper understanding of company performance metrics.

Key Learning Outcomes

- 01** Interpret balance sheets, income statements and cash flow statements with confidence.
- 02** Identify key performance indicators that reveal a company's true financial health.
- 03** Master ratio analysis techniques to evaluate profitability, liquidity and efficiency.
- 04** Spot red flags and potential growth opportunities in financial reports.
- 05** Develop a framework for comparing companies within an industry.

Instructor

Wong Loke Lim, CA, FCCA, CFP®

With over 18 years of experience in the financial services industry, Mr Wong brings a wealth of knowledge to the classroom. A Chartered Accountant, Fellow of the Association of Chartered Certified Accountants and CFP professional, he has held senior positions including General Manager at KAF Investment Bank and executive roles in multiple public-listed companies. His diverse background ensures a practical, industry-focused approach to financial analysis.

Course Format

This workshop combines lectures with hands-on exercises and group discussions. Participants will analyse real financial statements and case studies, ensuring practical application of key financial analysis techniques.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Gain a skill set that will immediately enhance your professional capabilities and investment decision-making. This course pays for itself with just one well-informed investment decision.

Applying Economic Data for Stock Analysis



Course Overview

Dive deep into the world of economic data and emerge with the power to forecast market trends! This cutting-edge course equips you with the skills to decipher complex economic indicators and seamlessly integrate them into your stock analysis. Elevate your investment strategy and make data-driven decisions that outperform the market.



Who Should Attend?

- ✓ Stock Analysts
- ✓ Portfolio Managers
- ✓ Financial Advisors
- ✓ Economists
- ✓ Ambitious investors who are seeking to gain a competitive edge in stock analysis and enhance their market insights.

Key Learning Outcomes

- 01** Master the interpretation of key economic indicators (GDP, inflation, employment data, and more)
- 02** Understand the correlation between economic cycles and stock market performance.
- 03** Develop strategies to anticipate market reactions to economic news and events.
- 04** Learn to create economic models for more accurate stock valuation.
- 05** Gain insights into global economic trends and their impact on local markets.

Instructor

Pauline Yong, CFP®

A Licensed Financial Planner with over 25 years of experience in economics, finance and banking. Pauline is a course facilitator for FPAM, author of five investment books and a regular media commentator. She holds an MBA from the University of Leicester, UK, is a certified chartist (CFTe) and has expertise in ESG investing. Her diverse background combines academic knowledge with practical industry insights.

Course Format

This workshop blends lectures with interactive data analysis sessions and group projects. Participants will work with real economic datasets and apply their learnings to practical stock analysis scenarios.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Combine economic insight with stock analysis and yourself as an invaluable asset in any financial institution. This course provides tools and knowledge that can significantly enhance your investment returns.

Consistent Returns Through Risk Management: A Retail Investor's Perspective



Course Overview

This workshop empowers participants with practical strategies and analytical tools to manage investment risks effectively and achieve stable, long-term returns. It explores the core principles of risk management, introduces key risk metrics, and demonstrates proven techniques such as diversification, hedging, and portfolio rebalancing.

Who Should Attend?

- ✓ Chief Executive Officers
- ✓ Chief Investment Officers
- ✓ Institutional Investors
- ✓ Financial Planners
- ✓ Unit Trust Agents
- ✓ Public and Industry Related Professionals

Key Learning Outcomes

- 01** Understand the fundamental principles of risk management and its role in portfolio performance.
- 02** Identify various types of financial risks and their impact on investment decisions.
- 03** Analyse risk measurement tools and metrics such as Standard Deviation, Beta, Value-at-Risk (VaR), and Sharpe Ratio.
- 04** Apply risk mitigation techniques including diversification, hedging, and insurance solutions.
- 05** Construct risk-managed portfolios using strategic and tactical asset allocation approaches.
- 06** Evaluate real-world case studies to assess the effectiveness of risk management strategies during market volatility.

Instructor

Pauline Yong Tung Fong

A Licensed Financial Planner with over 25 years of experience in economics, finance and banking. Pauline is a course facilitator for FPAM, author of five investment books and a regular media commentator. She holds an MBA from the University of Leicester, UK, is a certified chartist (CFTE) and has expertise in ESG investing. Her diverse background combines academic knowledge with practical industry insights.

Course Format

Interactive workshop combining lectures, case studies, and group discussions with practical application of risk management tools and techniques. Includes real-world examples, scenario analysis, and Q&A sessions to reinforce learning.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Master essential risk measurement tools to quantitatively assess and monitor portfolio risks while implementing proven mitigation strategies through diversification, hedging, and strategic asset allocation. Develop behavioural risk awareness and disciplined investment approaches to overcome emotional decision-making biases, enabling consistent portfolio performance across varying market conditions.

Equity Portfolio Management – An Application Approach



Course Overview

Discover how to build and manage stock portfolios that deliver results. You'll learn practical ways to choose the right stocks, balance risks and boost returns. From understanding market trends to fine-tuning your investment mix, this course gives you the tools and confidence to make smarter investment decisions and optimise your equity portfolios for maximum performance.



Who Should Attend?

- ✓ Stock Analysts
- ✓ Portfolio Managers
- ✓ Financial Advisors
- ✓ Economists
- ✓ Ambitious investors who are looking to refine their investment strategies and maximise their returns in today's dynamic market environment.

Key Learning Outcomes

- 01** Learn how to identify and choose high-potential stocks to include in your portfolio.
- 02** Understand how to balance and mitigate risks to protect your investments.
- 03** Gain skills in analysing market trends and understanding their impact on your portfolio.
- 04** Learn various investment strategies suitable for different market conditions and personal goals.
- 05** Understand how to measure the performance of your portfolio and make necessary adjustments.

Instructor

Pauline Yong, CFP®

A Licensed Financial Planner with over 25 years of experience in economics, finance and banking. Pauline is a course facilitator for FPAM, author of five investment books and a regular media commentator. She holds an MBA from the University of Leicester, UK, is a certified chartist (CFTe) and has expertise in ESG investing. Her diverse background combines academic knowledge with practical industry insights.

Course Format

This workshop combines lectures with hands-on portfolio management exercises and group discussions. Participants will analyse real market data, construct sample portfolios and engage in interactive simulations to apply equity management strategies in various market scenarios.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Develop critical analytical thinking, data-driven decision-making and effective risk analysis skills. Gain expertise in strategic planning and adaptability to market changes, ultimately building the confidence to make informed investment decisions and optimise your portfolio for maximum performance.

ESG Investing – Progress and Challenges



Course Overview

Explore the world of ESG investing and learn how environmental, social, and governance factors are reshaping finance. Uncover ESG methodologies, discover the impact on company performance, and master practical strategies for sustainable portfolio management. From big data analysis to reporting challenges, this course equips you with essential skills for responsible investing in today's market.

Who Should Attend?

- ✓ Investment Professionals
- ✓ Financial Advisors
- ✓ Portfolio Managers
- ✓ Sustainability Officers
- ✓ Corporate Executives
- ✓ Anyone interested in incorporating ESG factors into their investment strategies.

Key Learning Outcomes

- 01** Understand ESG investment methodologies and their practical application.
- 02** Analyse the impact of ESG factors on company profitability and share prices.
- 03** Explore the role of Big Data and AI in ESG investing.
- 04** Implement ESG principles in portfolio management.
- 05** Identify and address challenges in ESG data reporting and analysis.

Instructor

James Chin

James Chin, an HRD Corp Accredited Trainer, specialises in investment and the global economy with over 20 years in finance. Formerly a Director at CIMB Private Banking and CIMB Principal Asset Management, he was a licensed Capital Market Services Representative (CMSR) holder from the Securities Commission Malaysia. He now trains banks and multinational companies on investments, financial planning and leadership. James holds a Commonwealth Executive MBA from Wawasan Open University, where he also lectures part-time on leadership and organisational management courses.

Course Format

This workshop blends lectures with case studies, hands-on exercises and group discussions. Participants will analyse ESG data, evaluate sustainability reports and practise integrating ESG factors into investment strategies through simulations.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Be equipped to integrate ESG factors into investment decisions, construct and manage sustainable portfolios, critically evaluate ESG reports and data, and apply big data and AI techniques to ESG investing. You'll also develop the ability to balance financial returns with sustainability goals, positioning you at the forefront of responsible investing in today's dynamic market.

Exploring Credit Rating of Bonds and Fixed Income Instruments



Course Overview

Dive into the world of credit ratings for bonds and fixed income instruments. This course demystifies the purpose, types and processes behind credit ratings, equipping you with the knowledge to interpret and apply these crucial indicators in your investment decisions. Learn what drives rating changes and how they impact fixed income markets.



Who Should Attend?

- ✓ Financial Professionals
- ✓ Including Investment Analysts
- ✓ Portfolio Managers
- ✓ Risk Managers
- ✓ Financial Advisors
- ✓ Anyone seeking a deeper understanding of credit ratings in the fixed income market.

Key Learning Outcomes

- 01** Understand the fundamental purpose and importance of credit ratings.
- 02** Differentiate between various types of credit ratings and their applications.
- 03** Comprehend the step-by-step process of assigning credit ratings.
- 04** Identify key factors that lead to rating upgrades and downgrades.

Instructor

Wong Loke Lim, CA, FCCA, CFP®

With over 18 years of experience in the financial services industry, Mr Wong brings a wealth of knowledge to the classroom. A Chartered Accountant, Fellow of the Association of Chartered Certified Accountants and CFP professional, he has held senior positions including General Manager at KAF Investment Bank and executive roles in multiple public-listed companies. His diverse background ensures a practical, industry-focused approach to financial analysis.

Course Format

This intensive workshop combines lectures, case studies and interactive discussions. Participants will engage with real-world examples and practical exercises to reinforce their understanding of credit rating concepts and applications.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Ability to confidently interpret credit ratings, understand their impact on bond and fixed income investments, and incorporate this knowledge into your investment strategies. You'll also develop the ability to anticipate potential rating changes, enhancing your risk assessment and portfolio management skills.

Global Market Outlook and The Acceleration of De-Dollarisation



Course Overview

This cutting-edge course examines the current global market landscape with a special focus on the emerging trend of de-dollarisation. You'll explore recent market movements, analyse key economic indicators and evaluate their impact on various countries and asset classes. The course delves into the potential shift away from USD dominance in global finance, equipping you with insights to identify investment opportunities and risks in this evolving economic paradigm.

Who Should Attend?

- ✓ Investment Professionals
- ✓ Financial Analysts
- ✓ Economists
- ✓ Portfolio Managers
- ✓ Policymakers
- ✓ Serious Investors

Key Learning Outcomes

- 01** Analyse recent global market trends and developments.
- 02** Evaluate the impact of economic data on different countries and asset classes.
- 03** Assess the potential for and implications of de-dollarisation.
- 04** Identify emerging investment opportunities and risks in the changing global economy.

Instructor

James Chin

James Chin, an HRD Corp Accredited Trainer, specialises in investment and the global economy with over 20 years in finance. Formerly a Director at CIMB Private Banking and CIMB Principal Asset Management, he was a licensed Capital Market Services Representative (CMSR) holder from the Securities Commission Malaysia. He now trains banks and multinational companies on investments, financial planning and leadership. James holds a Commonwealth Executive MBA from Wawasan Open University, where he also lectures part-time on leadership and organisational management courses.

Course Format

This intensive one-day workshop combines expert lectures, interactive discussions and case studies. Participants will engage in real-time market analysis exercises, scenario planning for de-dollarisation and practical sessions on formulating investment strategies in a changing global currency landscape.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

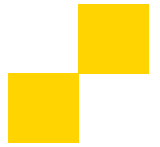
SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Become proficient in analysing global market trends with a focus on currency dynamics. You'll develop the ability to assess the potential impacts of de-dollarisation on various economies and asset classes, enhancing your capacity to identify unique investment opportunities and risks. These skills will enable you to navigate the complexities of a potentially shifting global financial order with confidence and strategic insight.

How to Manage an Equity Portfolio Using Both Fundamental Analysis (FA) and Technical Analysis (TA) - "FATA"



Course Overview

This comprehensive course blends Fundamental Analysis (FA) and Technical Analysis (TA) to create a powerful approach to equity portfolio management, dubbed "FATA". You'll learn to integrate these complementary methodologies to select stocks, time market entries and exits and construct resilient portfolios. Through practical applications and Malaysian stock case studies, you'll develop a holistic strategy for effective equity management.



Who Should Attend?

- ✓ Investment Professionals
- ✓ Financial Advisors
- ✓ Portfolio Managers
- ✓ Individual Investors
- ✓ Anyone seeking to bridge the gap between fundamental and technical analysis in their investment strategies.

Key Learning Outcomes

- 01** Understand the core principles of both fundamental and technical analysis.
- 02** Apply FA to identify key criteria for stock selection.
- 03** Interpret TA indicators for optimal market timing.
- 04** Construct and manage equity portfolios with a focus on capital preservation.
- 05** Apply FATA principles to real-world Malaysian stock scenarios.

Instructor

Lim Mei Ching

Lim Mei Ching, with 12+ years in investment banking, is the Finance Director at Merico Sdn Bhd. She's the author of *Be Your Own Fund Manager* and a PhD (Finance) candidate at Universiti Putra Malaysia. Formerly an equity fund manager and experienced across MARC and OSK, she holds a Master of Financial Management from ANU and a Bachelor of Business from Monash University Malaysia. She has also passed Module 9 (Funds Management Regulation), Module 10 (Asset and Funds Management), and the Pasaran Kewangan Malaysia Certificate (PKMC).

Course Format

This intensive one-day workshop combines lectures, interactive discussions and hands-on exercises. Participants will engage in stock analysis projects, portfolio construction simulations and case studies focusing on Malaysian stocks, providing a practical, real-world learning experience.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Become adept at combining fundamental and technical analysis in equity portfolio management. You'll have enhanced skills in stock selection, market timing and portfolio construction with a focus on capital preservation. This integrated FATA approach will enable you to make more informed investment decisions, effectively manage risk and optimise portfolio performance in various market conditions.

Investing for Life Goals: A Portfolio Perspective



Course Overview

This course offers a comprehensive approach to investment planning, focusing on aligning portfolios with life goals. You'll learn to craft tailored investment strategies that balance client needs with financial product features and diverse asset classes. By mastering portfolio building concepts, you'll be equipped to create investment plans that effectively meet your clients' long-term financial objectives.

Who Should Attend?

- ✓ Investment Professionals
- ✓ Wealth Managers
- ✓ Portfolio Managers
- ✓ Corporate Executives
- ✓ Financial Professionals
- ✓ Anyone seeking to deepen their understanding of portfolio management for personal financial planning.

Key Learning Outcomes

- 01** Understand the role of investment planning in comprehensive financial management.
- 02** Analyse and recommend financial products based on client needs.
- 03** Differentiate between asset classes and their potential returns.
- 04** Develop goal-oriented investment portfolios using proven concepts.

Instructor

Pauline Yong, CFP®

A Licensed Financial Planner with over 25 years of experience in economics, finance and banking. Pauline is a course facilitator for FPAM, author of five investment books and a regular media commentator. She holds an MBA from the University of Leicester, UK, is a certified chartist (CFTe) and has expertise in ESG investing. Her diverse background combines academic knowledge with practical industry insights.

Course Format

This one-day intensive workshop combines lectures, interactive discussions, and practical exercises. Participants will work through real-world case studies, engaging in hands-on portfolio building activities to reinforce key concepts and strategies.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Become adept at creating personalized investment plans that align with clients' life goals. You'll have enhanced skills in financial product analysis, asset allocation and portfolio construction. This expertise will enable you to provide more effective and tailored investment advice, improving your ability to help clients achieve their long-term financial objectives.

Investing Your Money the Right Way



Course Overview

This course provides a comprehensive foundation for smart investing, focusing on aligning your financial strategies with life goals. You'll learn how to set SMART objectives and explore various financial instruments, empowering you to make informed investment decisions that support your long-term aspirations.



Who Should Attend?

- ✓ Young Professionals
- ✓ Mid-Career Individuals
- ✓ Retirees
- ✓ Anyone seeking to improve their financial literacy and investment skills.

Key Learning Outcomes

- 01** Understand the importance of planning for various life goals.
- 02** Master the concept of SMART objectives in financial planning.
- 03** Gain knowledge of different financial instruments and their roles in investment strategies.
- 04** Learn to match investment choices with personal financial goals.

Instructor

Ng Ka Hoe

Ng Ka Hoe is a financial practitioner and coach with 12 years of industry experience. He is a Registered Financial Planner under the Malaysian Financial Planning Council (MFPC) and holds a BSc in Computer Science. Ka Hoe has a diverse background in property investment, business ownership and financial planning. He is also known for raising significant funding through private crowdfunding and is a sought-after speaker at financial conferences in Malaysia and Singapore.

Course Format

This engaging workshop combines interactive lectures, practical exercises and group discussions. Participants will work on real-life scenarios, creating personalised investment plans and exploring various financial instruments through hands-on activities.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Be equipped to create a goal-oriented investment plan tailored to your life objectives. You'll have the ability to set SMART financial goals, understand and choose appropriate financial instruments, and align your investment strategies with your long-term aspirations. These skills will empower you to take control of your financial future with confidence and clarity.

Lifetime Clients with Strategic Asset Allocation



Course Overview

This course equips financial professionals with the tools and strategies to build lasting client relationships through effective strategic asset allocation. You'll learn how to align investment portfolios with clients' long-term financial goals, understand diverse financial products, and master asset allocation techniques that balance risk and return expectations.

Who Should Attend?

- ✓ Financial Advisors
- ✓ Wealth Managers
- ✓ Portfolio Managers
- ✓ Investment Planners
- ✓ Financial Professionals

Key Learning Outcomes

- 01** Master processes and tools for achieving clients' financial objectives.
- 02** Identify suitable financial products for various client needs.
- 03** Develop investment strategies to meet client return expectations.
- 04** Understand different asset classes and their roles in portfolio construction.

Instructor

Christopher Chiu, CFP®, IFP®

Christopher is a Licensed Financial Planner and Financial Adviser Representative with UOB Kay Hian Wealth Advisors Sdn. Bhd. He holds licenses to practice from both Securities Commission and Bank Negara Malaysia. He is a practitioner in financial planning, having advised clients for over 20 years. In addition to advising clients, he has taught the CFP certification programme to aspiring financial planners for SEGI College and KMDC. He has also developed study manuals for the CFP examination syllabus. He currently develops and facilitates Continuing Education courses for the Financial Planning Association of Malaysia.

Course Format

This intensive workshop combines lectures, case studies, and interactive exercises. Participants will engage in hands-on portfolio construction, role-playing client scenarios and use practical tools to reinforce strategic asset allocation concepts.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

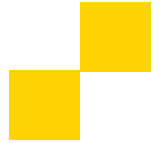
SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Become adept at creating personalised, goal-oriented investment portfolios using strategic asset allocation. You'll have enhanced skills in financial product selection, client need assessment and long-term investment planning. These competencies will enable you to build stronger, more enduring client relationships by consistently delivering value-aligned financial strategies.

Portfolio Analysis – Strategies to Create an Optimised Investment Portfolio



Course Overview

This course focuses on advanced portfolio optimisation strategies, particularly in the context of unit trust funds. You'll learn to construct and manage diversified portfolios that align with clients' long-term objectives, while mastering techniques for performance assessment and portfolio rebalancing. The course emphasises practical skills in adapting portfolios to changing market conditions and client needs.



Who Should Attend?

- ✓ Financial Advisors
- ✓ Wealth Managers
- ✓ Portfolio Managers
- ✓ Investment Analysts
- ✓ Financial Planners

Key Learning Outcomes

- 01** Analyse and select unit trust funds for optimised portfolio construction.
- 02** Align investment portfolios with clients' long-term financial goals.
- 03** Develop strategies for portfolio diversification, review and rebalancing.
- 04** Assess unit trust fund performance objectively.
- 05** Evaluate and mitigate the impact of market changes on client portfolios.

Instructor

James Chin

James Chin, an HRD Corp Accredited Trainer, specialises in investment and the global economy with over 20 years in finance. Formerly a Director at CIMB Private Banking and CIMB Principal Asset Management, he was a licensed Capital Market Services Representative (CMSR) holder from the Securities Commission Malaysia. He now trains banks and multinational companies on investments, financial planning and leadership. James holds a Commonwealth Executive MBA from Wawasan Open University, where he also lectures part-time on leadership and organisational management courses.

Course Format

This comprehensive workshop combines lectures, case studies and hands-on exercises. Participants will engage in real-world portfolio construction scenarios, performance analysis tasks and interactive discussions on market trend impacts.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Become proficient in creating and managing optimised investment portfolios using unit trust funds. You'll have enhanced skills in fund selection, portfolio diversification, performance assessment and market analysis. These competencies will enable you to provide more effective, personalised investment strategies for clients and adapt portfolios swiftly to changing market conditions.

Successful Investment Strategies in Unit Trust Investments



Course Overview

This comprehensive course delves into the world of unit trust investments, offering participants a solid foundation in successful investment strategies. It covers key concepts, market dynamics, regulatory frameworks and practical techniques for optimising returns while managing risks.

Who Should Attend?

- ✓ Noviced Investors
- ✓ Experienced Investors
- ✓ Financial Advisors
- ✓ Portfolio Managers

Key Learning Outcomes

- 01** Differentiate between conventional bank deposits and unit trust investments.
- 02** Comprehend stock market operations and their impact on unit trusts.
- 03** Understand the Securities Commission's role in regulating investments.
- 04** Develop strategies to minimise losses and maximise returns in unit trust investments.
- 05** Identify critical factors for successful unit trust investing.

Instructor

Avril Tan, CFP®

Avril, a CFP practitioner with 26 years in finance, leads a team of 100 consultants as Group Agency Manager at a prominent Malaysian unit trust investment company. She holds multiple certifications, including CFP and IFP certifications, and a Bachelor's in Accounting & Finance. A top trainer and speaker, Avril received industry awards in 2022 and contributes to *The Smart Investor* magazine. As Deputy Chairman for FPAM's Johor chapter, she advocates for financial empowerment and ethical practices. Avril's expertise spans banking, money management, leadership, coaching and public speaking, with a mission to guide individuals toward financial security.

Course Format

The course combines lectures, interactive discussions, case studies and practical exercises. Participants will engage in hands-on activities to apply concepts learned, analyse real market scenarios and develop investment strategies. Guest speakers from the industry may be invited to share their insights and experiences.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Gain a robust unit trust investing skill set. This includes assessing opportunities, understanding market trends, interpreting financial data and making informed decisions. You'll develop critical thinking to evaluate risks and potential returns in unit trust investments.

Taking a Dive into ESG Investing



Course Overview

This course offers an in-depth exploration of Environmental, Social and Governance (ESG) investing, a rapidly growing approach in the modern investment landscape. You'll gain comprehensive insights into the core principles of ESG, understand its role in addressing global challenges and learn to leverage its potential in portfolio management. The course balances theoretical knowledge with practical application, enabling you to develop ESG-focused investment strategies that align with client values and financial goals.



Who Should Attend?

- ✓ Investment Professionals
- ✓ Financial Analysts
- ✓ Economists
- ✓ Portfolio Managers
- ✓ Policymakers
- ✓ Serious Investors

Key Learning Outcomes

- 01** Understand the fundamentals and importance of ESG investing.
- 02** Identify key environmental, social and governance issues addressed by ESG.
- 03** Evaluate the opportunities, benefits and challenges of ESG investing.
- 04** Develop skills to construct ESG-focused investment portfolios for clients.

Instructor

Wong Loke Lim, CA, FCCA, CFP®

With over 18 years of experience in the financial services industry, Mr Wong brings a wealth of knowledge to the classroom. A Chartered Accountant, Fellow of the Association of Chartered Certified Accountants and CFP professional, he has held senior positions including General Manager at KAF Investment Bank and executive roles in multiple public-listed companies. His diverse background ensures a practical, industry-focused approach to financial analysis.

Course Format

This comprehensive one-day workshop combines expert lectures, case studies and interactive group exercises. Participants will engage in ESG scoring exercises, portfolio construction simulations and discussions on real-world ESG investment scenarios, providing a hands-on learning experience.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Become proficient in integrating ESG factors into investment decision-making processes. You'll develop the ability to assess companies based on ESG criteria, construct ESG-aligned portfolios and communicate the value of ESG investing to clients. These skills will position you at the forefront of sustainable investing, enhancing your capacity to meet the growing demand for responsible investment strategies.



Estate Planning & Wealth Management Courses



Alternative Investments for Islamic Financial Planners: Unlocking Halal Wealth Opportunities (Half-day)



Course Overview

This comprehensive half day programme addresses the growing client demand for alternative Islamic investments beyond traditional stocks and sukuk. Explore halal venture capital, ethical fintech, digital assets, and innovative waqaf applications while learning compliance frameworks and screening methodologies. Through real case studies and practical examples, discover how these emerging asset classes can enhance client portfolios while maintaining Shariah integrity across different wealth segments.



Who Should Attend?

- ✓ Institutional Investors
- ✓ Financial Planners
- ✓ Unit Trust Agents
- ✓ Public and Industry Related Professionals

Key Learning Outcomes

- 01 Recognise the fundamentals of Shariah-compliant alternative investments.
- 02 Identify viable alternative asset classes beyond traditional stocks and sukuk.
- 03 Analyse the risks and opportunities associated with private equity, crypto, P2P financing, and impact investing.
- 04 Advise clients on diversifying portfolios using alternative halal investments

Instructor

Eza Ezamie

Eza Ezamie is Managing Director of Laughing Tree Sdn Bhd with over 20 years of cross-industry experience in investment education, digital media, and business development. A certified Islamic Financial Planner™ (IFP®) and member of ARIF, he is a sought-after speaker on financial literacy across local and international platforms. Eza has authored three best-selling personal finance books and conducts training on digital finance topics including equity crowdfunding and crypto education. His diverse background includes CEO roles in media companies and expertise in capital raising, M&A preparation, and brand strategy development.

Course Format

Structured half-day workshop featuring interactive lectures, case studies, and practical portfolio-building exercises with real-world Shariah-compliant alternative investment examples. Includes breakout sessions for client profiling practice, due diligence techniques, and comprehensive Q&A discussion.

Earn Points

Complete a **half-day** workshop and earn:

- FPAM - 5 CE Points
- SIDC - 10 CPE Points
- FIMM - 4 CPD Points

Skills You Will Gain

Gain the expertise to confidently evaluate halal status across cryptocurrency, private equity, and crowdfunding while applying screening tools for Shariah compliance assessment. Be quipped to integrate alternative investments into diversified client portfolios with proper risk profiling and advise on innovative Islamic financial instruments. Stay current with evolving Islamic finance trends to better serve today's financially sophisticated clients seeking both growth and Shariah integrity.

Business Continuity for Family and Non-Family Business



Course Overview

This course explores business continuity strategies for family and non-family businesses in Malaysia, focusing on various business structures, ownership models and succession planning. Participants will learn to identify and address challenges associated with unexpected exits of business owners and develop appropriate continuity plans.

Who Should Attend?

- ✓ Financial Advisors
- ✓ Business Owners
- ✓ Lawyers
- ✓ Consultants who work with business owners on succession planning and continuity strategies.

Key Learning Outcomes

- 01** Identify and explain different business structures in Malaysia.
- 02** Analyse problems arising from unexpected business owner exits.
- 03** Determine suitable business continuity plans for various scenarios.
- 04** Explain and compare buy-sell arrangements, family business succession trusts and family business foundations.
- 05** Evaluate advantages and disadvantages of different continuity strategies.

Instructor

Azhar Iskandar Hew

Azhar Iskandar Hew, Group CEO of Rockwills International Berhad and Director of Rockwills Advisory Services Sdn Bhd, has over 26 years of estate planning expertise. A trained lawyer with a degree from the University of London, he previously served as CEO of Rockwills Trustee Berhad. Azhar, Vice Chairman of the Malaysian Chapter of STEP and a Committee Member of ATCM, is renowned for his practical approach and contributions to financial magazines and BFM radio. He continues to guide clients in estate and succession planning while also leading educational workshops and seminars.

Course Format

The course will be delivered through a combination of lectures, case studies, group discussions and practical exercises. Participants will have the opportunity to apply their learning to real-world scenarios and develop actionable continuity plans for various business structures.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Develop critical skills in business structure analysis, risk assessment, succession planning and strategic decision-making. You'll be equipped to create and implement effective business continuity plans tailored to the unique needs of family and non-family businesses in the Malaysian context.

Employment Provident Fund and Retirement Planning



Course Overview

This course provides participants with a comprehensive understanding of the Employment Provident Fund (EPF) and its role in retirement planning. It covers EPF structure, contribution rules, withdrawal options, and investment strategies to maximize retirement savings. Participants will also learn how to integrate EPF with other retirement planning tools, manage longevity and inflation risks, and create sustainable income streams during retirement. The course is ideal for financial planners, HR professionals, and individuals seeking to optimize their retirement readiness.



Who Should Attend?

- ✓ Chief Executive Officers
- ✓ Chief Investment Officers
- ✓ Institutional Investors
- ✓ Financial Planners
- ✓ Unit Trust Agents
- ✓ Public and Industry Related Professionals

Key Learning Outcomes

- 01** Explain the structure, objectives, and benefits of the Employment Provident Fund.
- 02** Identify EPF contribution rules, withdrawal options, and compliance requirements
- 03** Analyse the role of EPF in overall retirement planning and financial security.
- 04** Apply strategies to optimise EPF savings and integrate with other retirement instruments.
- 05** Evaluate retirement income needs and design sustainable decumulation plans.
- 06** Construct a comprehensive retirement plan incorporating EPF and other investment

Instructor

Pauline Yong, CFP®

A Licensed Financial Planner with over 25 years of experience in economics, finance and banking. Pauline is a course facilitator for FPAM, author of five investment books and a regular media commentator. She holds an MBA from the University of Leicester, UK, is a certified chartist (CFTE) and has expertise in ESG investing. Her diverse background combines academic knowledge with practical industry insights.

Course Format

Comprehensive full-day course combining structured lectures on EPF fundamentals with practical case studies, group discussions, and interactive retirement planning exercises. Features real-world scenarios, systematic withdrawal planning workshops, and collaborative problem-solving sessions to reinforce learning.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Master EPF optimisation strategies, withdrawal planning, and compliance requirements to maximise retirement savings and navigate complex contribution rules effectively. Develop comprehensive retirement planning expertise by integrating EPF with other investment vehicles, designing sustainable income streams, and managing longevity risks for clients.

Estate Planning for Business Succession Planning



Course Overview

This comprehensive course explores the critical aspects of estate planning for business succession planning, providing participants with the knowledge and strategies to ensure a smooth transition of their business to the next generation. Whether you're a business owner, financial advisor or legal professional, this course will empower you with the skills and confidence to navigate the complexities of estate planning, ensuring your business thrives for generations to come.

Who Should Attend?

- ✓ Business Owners
- ✓ Entrepreneurs
- ✓ Legal Professionals
- ✓ Financial professionals
- ✓ Individuals involved in the management and succession planning of family-owned or closely-held businesses

Key Learning Outcomes

- 01** Identify the different aspects of estate planning for Muslims and non-Muslims, and understand the importance of having a well-crafted estate plan.
- 02** Determine the various key tools for estate planning and their application in different situations.
- 03** Explore the various types of companies and the repercussions when unforeseen circumstances occur for the owners of these companies.
- 04** Identify the various structures for business succession planning and the best solutions to carry out legacy planning for these businesses.

Instructor

Nur Sabrina Soon binti Abdullah, CFP®

Nur Sabrina, a consultant with 23 years of experience in local and international trustee companies, advises high-net-worth individuals on estate planning, trust planning and business succession planning. Her notable clients include prominent Malaysian business leaders. She has held director-level positions at CIMB and RHB/OSK Trustees Services and spent 18 years as Senior Manager at HSBC Malaysia Trustee Berhad. Sabrina handles both private and corporate clients, specialising in various financial services. She conducts training for insurance and financial planners and holds a banking degree and an accounting diploma.

Course Format

The course will be delivered through a combination of lectures, case studies, interactive discussions and hands-on exercises. Participants will have the opportunity to apply the concepts learned to their own business scenarios, ensuring a practical and relevant learning experience.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Gain the skills to develop a comprehensive estate plan that aligns with their business succession strategy. You'll be equipped to navigate the complex legal and financial considerations, identify the appropriate tools and structures and implement effective legacy planning for their businesses.

Family Trust Planning - Different Ways to Do It



Course Overview

This comprehensive course delves into the intricacies of family trust planning, providing participants with a deep understanding of the various types of express trusts and how to strategically structure them to meet the unique goals and objectives of their families. Whether you're a business owner, financial advisor or legal professional, this course will empower you with the skills and confidence to navigate the complexities of estate planning, ensuring your business thrives for generations to come.



Who Should Attend?

- ✓ Financial Advisors
- ✓ Estate Planners
- ✓ Legal Practitioners who advise clients on trust-related matters.

Key Learning Outcomes

- 01** Understand the concept and structure of an express trust, including inter vivos trust, declaration of trust and testamentary trust.
- 02** Determine the right type of assets for the trust and the appropriate amount required for it.
- 03** Identify the suitable type of express trust to be used to fulfill different objectives for the family and create the right structure for the chosen type of trust.
- 04** Understand and present the advantages and disadvantages of the chosen type of trust for each case.

Instructor

Azhar Iskandar Hew

Azhar Iskandar Hew, Group CEO of Rockwills International Berhad and Director of Rockwills Advisory Services Sdn Bhd, has over 26 years of estate planning expertise. A trained lawyer with a degree from the University of London, he previously served as CEO of Rockwills Trustee Berhad. Azhar, Vice Chairman of the Malaysian Chapter of STEP and a Committee Member of ATCM, is renowned for his practical approach and contributions to financial magazines and BFM radio. He continues to guide clients in estate and succession planning while also leading educational workshops and seminars.

Course Format

The course will be delivered through a combination of lectures, interactive case studies, group discussions and hands-on exercises. Participants will have the opportunity to apply the concepts learned to their own family situations, ensuring a practical and tailored learning experience.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

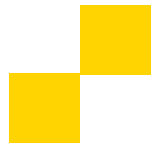
SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Acquire the skills to effectively navigate the complex world of family trust planning. You'll be able to select the appropriate type of express trust, structure it to meet their family's specific goals, and understand the advantages and disadvantages of the chosen trust structure.

Integrated Estate Planning on Business Owners



Course Overview

This course offers a comprehensive and practical approach to estate planning, focusing on integrating various instruments such as wills, trusts, and business estate planning. It emphasises a client-centred methodology to create holistic and effective estate plans. Participants will gain valuable insights and skills that empower them to design personalised solutions tailored to each client's unique needs and objectives.

Who Should Attend?

- ✓ Financial Planners
- ✓ Wealth Managers
- ✓ Accountant
- ✓ Lawyers
- ✓ Individuals looking to expand their skills in creating integrated estate plans for clients with young families.

Key Learning Outcomes

- 01** Master the client-centred approach in estate planning.
- 02** Integrate various estate planning instruments effectively.
- 03** Identify and address client-specific estate planning concerns.
- 04** Design comprehensive estate plans for parents with young children.
- 05** Enhance the estate planning components of financial plans.

Instructor

Lee Khee Chuan, CFP®, ChFC, CLU

Lee Khee Chuan is a leading financial advisor with extensive qualifications including Certified Financial Planner (CFP), Chartered Financial Consultant (ChFC), Chartered Life Underwriter (CLU) and Fellow of the Life Management Institute (FLMI). He holds a Bachelor of Arts from National University of Singapore and both Capital Markets Services Representative's License (CMSRL) and Financial Adviser's Representative (FAR) licenses. Lee contributes as a CFP lecturer, Continuing Education (CE) facilitator for FPAM and columnist for *The Smart Investor* magazine and *Free Malaysia Today*. As the first advocate for integrated estate planning in Malaysia, he has been in the industry since 1995. Lee is dedicated to sharing his expertise through education and courses, cementing his role as a key influencer in financial planning and driving forward industry standards.

Course Format

The course combines lectures, case studies and practical exercises to provide a hands-on learning experience. Participants will work on real-world scenarios, applying the integrated approach to estate planning and receiving feedback from experienced instructors.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll be equipped with the skills to create comprehensive, client-centered estate plans. You'll be able to effectively integrate various estate planning instruments, diagnose complex client issues and design tailored solutions, particularly for parents with young children. These skills will significantly enhance your ability to provide value-added financial planning services.

Islamic Estate Planning



Course Overview

This course offers a comprehensive exploration of Islamic estate planning, equipping participants with the essential knowledge and strategies to effectively manage and distribute their wealth in accordance with Islamic principles.



Who Should Attend?

- ✓ Financial Advisors
- ✓ Estate Planners
- ✓ Legal Professionals who work with Muslim clients.

Key Learning Outcomes

- 01** Understand the importance of estate planning and the significance of wealth preservation and distribution.
- 02** Differentiate between the various Islamic estate planning tools, such as Wasiat, Takaful, Hibah, and Trusts.
- 03** Gain a deeper understanding of the Faraid system and its practical application.

Instructor

Helwa Sofni, IFP®

Helwa Sofni is proficient in holistic financial planning advisory and a strong advocate for empowering women in personal wealth management. As a Licensed Financial Planner and financial adviser approved by the Securities Commission and Bank Negara Malaysia, she brings over a decade of experience as a chartered accountant, including a 7-year stint in oil & gas accounting. Over the past 5 years, Helwa has collaborated mainly with couples and independent women, offering personalised financial guidance to optimise their wealth. She is committed to guiding her clients towards sustainable, long-term changes that go beyond their financial goals.

Course Format

The course will be delivered through a combination of lectures, interactive discussions, case studies and practical exercises. Participants will have the opportunity to apply the concepts learned to their own estate planning scenarios, ensuring a personalised and relevant learning experience.

Earn Points

Complete a **half-day** workshop and earn:

FPAM - 5 CE Points

FIMM - 4 CPD Points

Skills You Will Gain

You'll acquire the skills to develop and implement an Islamic estate plan that aligns with their values and ensures the proper distribution of their wealth. You'll also be equipped to navigate the complexities of the Faraid system and effectively utilise the available Islamic estate planning tools to achieve their goals.

Mistakes and Solutions in Estate Planning



Course Overview

This course explores common estate planning mistakes and provides practical solutions for both Muslim and non-Muslim clients, including High-Net-Worth Individuals (HNWIs). Participants will learn to identify potential pitfalls and recommend appropriate wealth planning tools, considering legal perspectives and client-specific concerns. The course content is designed to empower professionals with comprehensive strategies to navigate complex estate planning scenarios confidently.

Who Should Attend?

- ✓ Financial Advisors
- ✓ Estate Planners
- ✓ Lawyers
- ✓ Wealth Management Professionals

Key Learning Outcomes

- 01** Recognise common estate planning mistakes for Muslim and non-Muslim clients.
- 02** Understand the unique needs of HNWIs in estate planning.
- 03** Analyse legal perspectives on various estate planning tools.
- 04** Understand and present the advantages and disadvantages of the chosen type of trust for each case.

Instructor

Azhar Iskandar Hew

Azhar Iskandar Hew, Group CEO of Rockwills International Berhad and Director of Rockwills Advisory Services Sdn Bhd, has over 26 years of estate planning expertise. A trained lawyer with a degree from the University of London, he previously served as CEO of Rockwills Trustee Berhad. Azhar, Vice Chairman of the Malaysian Chapter of STEP and a Committee Member of ATCM, is renowned for his practical approach and contributions to financial magazines and BFM radio. He continues to guide clients in estate and succession planning while also leading educational workshops and seminars.

Course Format

The course combines lectures, case studies and interactive discussions. Participants will engage in practical exercises to apply concepts learned, analyse real-world scenarios and develop problem-solving skills. Guest speakers may be invited to share insights on specific legal or cultural aspects of estate planning.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll develop a comprehensive understanding of estate planning nuances for diverse clients. You'll acquire skills in identifying and avoiding common mistakes, analysing legal implications and recommending appropriate wealth planning tools. The course will enhance critical thinking abilities in tailoring solutions to individual client needs and concerns.

Navigating Success: Asian Family Office Strategies in Wealth & Business Succession Planning



Course Overview

This course explores the intricate world of Asian family offices, focusing on their crucial role in wealth preservation and business succession planning. It provides a comprehensive understanding of family office structures, their impact on family harmony across generations, and their strategic importance in the Asian context of wealth management and business continuity.

Who Should Attend?

- ✓ Financial Advisors
- ✓ Wealth Managers
- ✓ Family Business Consultants
- ✓ Professionals involved in estate planning or business succession

Key Learning Outcomes

- 01 Define and differentiate types of family offices.
- 02 Understand the role of family offices in maintaining multi-generational family harmony and unity.
- 03 Explore family office structures in wealth preservation and business succession planning.
- 04 Apply family office approaches to Asian wealthy families' wealth and business succession planning.

Instructor

Samantha Teh

Samantha Teh, a financial planner with 20+ years of experience, specialises in individual and corporate advisory. As Asia's First Numerology Financial Coach, she's also a certified HDRF trainer and WealthFlow Coach. Samantha founded ST Academy Plt and co-founded Legacy Milestones Sdn Bhd. She has conducted financial literacy workshops for various sectors and was a guest speaker at Principal Malaysia's ACE Programme. Samantha holds a Capital Market Services Representative's Licence (CMSRL) from Securities Commission Malaysia and is an Approved Financial Adviser Representative by Bank Negara Malaysia.

Course Format

The course combines lectures, case studies and interactive discussions. Participants will engage with real-world examples of Asian family offices, analyse successful strategies and participate in group exercises to apply concepts learned.

Earn Points

Complete a **half-day** workshop and earn:

- FPAM - 5 CE Points
- SIDC - 10 CPE Points
- FIMM - 4 CPD Points

Skills You Will Gain

Develop a deep understanding of family office operations and their strategic importance in Asian wealth management. You'll gain skills in analysing family dynamics, structuring wealth preservation strategies and developing succession plans tailored to Asian family businesses. The course will enhance participants' abilities to navigate cultural nuances and provide informed advice on establishing and managing family offices in the Asian context.

Preserving Prosperity: Generational Wealth Tactics for Asian Heritage



Course Overview

This course explores generational wealth tactics tailored for those of Asian heritage, focusing on preserving and growing family prosperity across generations. It combines cultural insights with practical financial strategies to address unique challenges and opportunities in Asian family wealth management. Empower yourself with the knowledge and skills needed to secure and enhance your family's legacy for the future.

Who Should Attend?

- ✓ Financial Advisors
- ✓ Business Owners
- ✓ Lawyers
- ✓ Anyone interested in preserving and growing generational wealth within an Asian cultural framework.

Key Learning Outcomes

- 01** Understand the concept and historical significance of generational wealth.
- 02** Develop effective wealth preservation strategies within Asian cultural contexts.
- 03** Learn techniques for managing family conflicts and maintaining unity.
- 04** Grasp the importance of centralised family wealth management.
- 05** Master practical strategies for family business succession and exit planning.

Instructor

Samantha Teh

Samantha Teh, a financial planner with 20+ years of experience, specialises in individual and corporate advisory. As Asia's First Numerology Financial Coach, she's also a certified HDRF trainer and WealthFlow Coach. Samantha founded ST Academy Plt and co-founded Legacy Milestones Sdn Bhd. She has conducted financial literacy workshops for various sectors and was a guest speaker at Principal Malaysia's ACE Programme. Samantha holds a Capital Market Services Representative's Licence (CMSRL) from Securities Commission Malaysia and is an Approved Financial Adviser Representative by Bank Negara Malaysia.

Course Format

The course will be delivered through a combination of lectures, case studies, interactive workshops and group discussions. Participants will engage in practical exercises to apply learned concepts and will have opportunities for networking and peer learning.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Develop a comprehensive skill set in generational wealth management, including financial planning, conflict resolution, cultural navigation, business succession planning and strategic decision-making. These skills will enable you to effectively preserve and grow family wealth while honouring Asian cultural values and traditions.

You Already Have Estate Planning - So What's Next?



Course Overview

This advanced course delves into the intricacies of estate planning, focusing on often misunderstood aspects of inheritance, estate administration and planning processes. It explores the practical application of various estate planning tools and examines the impact of recent legislation on contemporary estate planning strategies



Who Should Attend?

- ✓ Financial Advisors
- ✓ Lawyers
- ✓ Accountant
- ✓ Trust Officers
- ✓ Individuals involved in wealth management who seek to enhance their expertise in complex estate planning scenarios.

Key Learning Outcomes

- 01** Recognise and address common misconceptions in inheritance and estate administration.
- 02** Master the use of Wills/Wasiat, Trusts/Amanah and Life Insurance/Takaful in estate planning.
- 03** Analyse the implications of FSA 2013, IFSA 2013 and Companies Act 2016 on estate planning.

Instructor

Rafie Omar

Rafie, admitted as an Advocate & Solicitor (1989) and Syariah Lawyer (1992), has had a diverse career in law and corporate management. He worked at MRCB as a Legal Advisor, became a Director at KL Sentral Sdn Bhd and joined Danaharta's legal team. At Amanah Raya Berhad, he held positions including General Manager of Operations, Sales and Marketing, CEO of Amanahraya Legacy Services and Chief Publicity Officer. In 2013, Rafie established his own legal practice. He frequently speaks on Islamic and Conventional Estate Planning and Administration to various audiences, including government departments, educational institutions and public forums.

Course Format

The course will be delivered through a combination of lectures, case studies, and interactive workshops. Participants will engage in practical exercises to apply theoretical concepts, analyse real-world scenarios, and develop advanced estate planning strategies that comply with current legislation.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Develop advanced problem-solving skills in estate planning, enhance their ability to navigate complex legal frameworks, and improve their capacity to provide comprehensive estate planning advice. You'll also gain a nuanced understanding of how recent legislative changes affect estate planning strategies.



Innovative Financial Technologies & Strategies Courses



AML For Reporting Institutions and the Role Of RegTech In Combating Money Laundering



Course Overview

This course prepares frontliners in Consumer and Investment Banks to identify red flag indicators, suspicious transactions, and the misuse of investment products during the money laundering process. Participants will learn the importance of strong Customer Due Diligence (CDD) and explore real-world case studies. The course also highlights the role of Regulatory Technology (RegTech) in strengthening anti-money laundering efforts in the financial system.



Who Should Attend?

- ✓ Consumer Bankers
- ✓ Investment Bankers
- ✓ Financial Advisors
- ✓ Investment Advisors
- ✓ Relationship Managers
- ✓ Personal Bankers,
- ✓ Remisiers
- ✓ Dealer Representatives
- ✓ Branch Managers
- ✓ Compliance Officers

Key Learning Outcomes

- 01** Identify the process of various money laundering activities
- 02** Identify and recognise money laundering activities for reporting institutions.
- 03** Identify and recognise the role and advantages of RegTech in combating money laundering.
- 04** Identify and recognise the Code of Ethics for capital market and wealth management products and its role in AML.

Instructor

James Chin

James Chin is a HRD Corp Accredited Trainer specialises in investment and global economy with more than 2 decades of experience in the financial industry. He was formerly a Director at CIMB Private Banking and CIMB Principal Asset Management and was previously a licensed Capital Market Services Representative (CMSR) holder for fund management from the Securities Commission Malaysia. He currently conducts trainings for banks and MNCs on investments, financial planning and leadership. James obtained his Commonwealth Executive Master of Business Administration from Wawasan Open University and is also an Institute of Chartered Secretaries and Administrators (ICSA) graduate. He lectured part-time at Wawasan Open University on Leadership, Marketing and Organisational Management courses.

Course Format

The workshop is structured as an interactive learning experience combining lectures, practical exercises, and case studies. Participants will work with real-world scenarios and use actual tax forms and financial documents to reinforce their learning.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll learn to spot red flags and suspicious transactions tied to money laundering. Strengthen your Customer Due Diligence (CDD) skills and understand how investment products can be misused. Gain insights from real-world cases and discover how RegTech can help you combat risks and protect your institution effectively.

Cryptocurrencies: Opportunities, Risks and Challenges



Course Overview

This course provides a comprehensive understanding of cryptocurrencies, their underlying technology, and their role in modern financial markets. Participants will explore investment opportunities, regulatory challenges, and risk management strategies associated with digital assets. The workshop is designed for financial professionals, portfolio managers, and advisors seeking to navigate the evolving crypto landscape responsibly.

Who Should Attend?

- ✓ Chief Executive Officers
- ✓ Chief Investment Officers
- ✓ Institutional Investors
- ✓ Financial Planners
- ✓ Unit Trust Agents
- ✓ Public and Industry Related Professionals

Key Learning Outcomes

- 01** Explain the fundamentals of cryptocurrencies and blockchain technology.
- 02** Identify key opportunities and risks in cryptocurrency investments.
- 03** Analyse regulatory frameworks and compliance requirements for digital assets.
- 04** Apply risk management strategies to cryptocurrency portfolios.
- 05** Evaluate real-world case studies of crypto adoption and failures.

Instructor

Pauline Yong, CFP®

A Licensed Financial Planner with over 25 years of experience in economics, finance and banking. Pauline is a course facilitator for FPAM, author of five investment books and a regular media commentator. She holds an MBA from the University of Leicester, UK, is a certified chartist (CFTe) and has expertise in ESG investing. Her diverse background combines academic knowledge with practical industry insights.

Course Format

A combination technical lectures on blockchain fundamentals with interactive case study analysis of cryptocurrency successes and failures. Features practical risk management exercises, regulatory compliance discussions, and hands-on portfolio integration strategies for digital assets.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Master cryptocurrency fundamentals and blockchain technology analysis to identify investment opportunities, assess market risks, and navigate regulatory compliance requirements for digital assets. Develop specialized risk management frameworks for crypto portfolios including diversification strategies, and hedging techniques.

Digital Banks In Malaysia – A Threat To Traditional Banks?



Course Overview

In April 2022, Bank Negara Malaysia (BNM) licensed five digital banks to serve the “unserved” and “underserved” segments, aiming to enhance financial inclusion. This course explores the opportunities and challenges these banks face, drawing insights from global trends where few digital banks have achieved profitability. We will also examine how traditional banks are adapting to remain competitive, gaining a comprehensive view of Malaysia’s evolving financial landscape.



Who Should Attend?

- ✓ Investment Bankers
- ✓ Fund Managers
- ✓ Corporate Advisors
- ✓ Research Analyst

Key Learning Outcomes

- 01** Identify and relate the changes in the financial industry with the emergence of digital banks globally.
- 02** Identify and analyse the term “unserved” and “underserved”.
- 03** Analyse and review the success and challenges faced by existing global digital banks.
- 04** Analyse and study the five successful digital bank applicants in Malaysia.

Instructor

James Chin

James Chin is a HRD Corp Accredited Trainer specialises in investment and global economy with more than 2 decades of experience in the financial industry. He was formerly a Director at CIMB Private Banking and CIMB Principal Asset Management and was previously a licensed Capital Market Services Representative (CMSR) holder for fund management from the Securities Commission Malaysia. He currently conducts trainings for banks and MNCs on investments, financial planning and leadership.

James obtained his Commonwealth Executive Master of Business Administration from Wawasan Open University and is also an Institute of Chartered Secretaries and Administrators (ICSA) graduate. He lectured part-time at Wawasan Open University on Leadership, Marketing and Organisational Management courses.

Course Format

The workshop is structured as an interactive learning experience combining lectures, practical exercises, and case studies. Participants will work with real-world scenarios and use actual tax forms and financial documents to reinforce their learning.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll be equipped with practical tax accounting skills including preparation of tax computations, identification of tax-saving opportunities and proper documentation of financial transactions. You'll develop proficiency in utilising accounting software for tax purposes, creating compliant financial reports and implementing effective tax planning strategies.

Innovation in Practice: AI Tools for Modern Financial Planners



Course Overview

This cutting-edge workshop equips financial planners with the knowledge and skills to leverage artificial intelligence (AI) in their practice. Participants will explore the fundamentals of AI and machine learning, focusing on their practical applications in financial planning. The course covers AI-enhanced financial modeling, personalised client engagement strategies and the use of AI tools for market analysis and portfolio optimisation.

Who Should Attend?

- ✓ Financial planners and advisors
- ✓ Wealth management professionals
- ✓ Investment analysts
- ✓ Economists
- ✓ Financial services professionals
- ✓ Fintech enthusiasts curious about the intersection of AI and financial planning in exploring cryptocurrency opportunities

Key Learning Outcomes

- 01** Grasp the core principles of supervised, unsupervised and reinforcement learning in AI.
- 02** Understand how AI enhances financial modeling and goal-based planning.
- 03** Master essential AI marketing tools for financial planners.
- 04** Explore various tools for AI-driven market analysis and portfolio optimisation.
- 05** Learn to customise financial plans and investment strategies using AI tools.

Instructor

Pauline Yong, CFP®

A Licensed Financial Planner with over 25 years of experience in economics, finance and banking. Pauline is a course facilitator for FPAM, author of five investment books and a regular media commentator. She holds an MBA from the University of Leicester, UK, is a certified chartist (CFTe) and has expertise in ESG investing. Her diverse background combines academic knowledge with practical industry insights.

Course Format

The workshop combines lectures, interactive demonstrations and hands-on exercises to provide a comprehensive learning experience. Participants will engage with real-world case studies, work with sample datasets and experiment with AI tools under expert guidance.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll acquire practical skills in utilising AI tools for financial planning. These include the ability to implement AI-driven financial models, create personalised client recommendations, conduct AI-enhanced market analysis and optimise portfolios using machine learning techniques. You'll also develop a strategic understanding of how to integrate AI into their financial planning practice to improve efficiency, accuracy and client satisfaction.

Introduction to Algorithmic Trading - Building Your Trading Bot



Course Overview

This course offers a comprehensive introduction to algorithmic trading, focusing on the TradingView platform and Pine Script. Participants will learn to develop, implement and refine trading strategies using technical analysis and coding. The course covers everything from basic concepts to practical bot implementation, emphasising hands-on experience and risk management.



Who Should Attend?

- ✓ Aspiring algorithmic traders and quantitative analysts
- ✓ Traditional traders
- ✓ Finance professionals
- ✓ Programming enthusiasts
- ✓ Students in finance, economics or computer science seeking practical skills

Key Learning Outcomes

- 01** Master the fundamentals of algorithmic trading and technical analysis within TradingView.
- 02** Develop proficiency in using TradingView for chart analysis, strategy development and backtesting.
- 03** Create and implement trading strategies using Pine Script.
- 04** Gain practical experience in building, testing and optimising trading algorithms.
- 05** Learn to build and integrate a trading bot, utilising TradingView's alert system.

Instructor

Pauline Yong, CFP®

A Licensed Financial Planner with over 25 years of experience in economics, finance and banking. Pauline is a course facilitator for FPAM, author of five investment books and a regular media commentator. She holds an MBA from the University of Leicester, UK, is a certified chartist (CFTe) and has expertise in ESG investing. Her diverse background combines academic knowledge with practical industry insights.

Course Format

The course combines lectures, demonstrations and hands-on workshops. Participants will work directly on the TradingView platform, writing and testing Pine Script code. Regular assignments and a final project will reinforce learning, with ample opportunity for feedback and discussion. Live coding sessions and case studies will illustrate real-world applications.

Earn Points

Complete a **half-day** workshop and earn:

FPAM - 5 CE Points

FIMM - 4 CPD Points

Skills You Will Gain

Gain a solid foundation in algorithmic trading. You'll be proficient in using TradingView and writing Pine Script to create, backtest and implement trading strategies. You'll understand how to build a trading bot, integrate it with TradingView's alert system and implement crucial risk management techniques. These skills will equip you to develop and refine your own trading algorithms in real-world scenarios.

Prevention of Insider Trading and Chinese Wall Requirements



Course Overview

This workshop delves into the critical aspects of insider trading prevention and information barrier systems within financial institutions. Participants will gain a thorough understanding of regulatory requirements, ethical considerations and practical implementation of Chinese Wall procedures. The course combines theoretical knowledge with real-world applications, focusing on Malaysian regulatory frameworks while incorporating international best practices.

Who Should Attend?

- ✓ Compliance Officers
- ✓ Legal Professionals
- ✓ Investment Bankers
- ✓ Fund Managers
- ✓ Securities Traders
- ✓ Risk Management Professionals
- ✓ Internal Auditors

Key Learning Outcomes

- 01** Master the fundamental principles and regulatory framework governing insider trading in Malaysia.
- 02** Develop expertise in designing and implementing effective Chinese Wall procedures and information barrier systems.
- 03** Evaluate and mitigate risks associated with information leakage and insider trading violations.
- 04** Apply practical solutions for managing conflicts of interest in investment banking operations.
- 05** Analyse case studies of information barrier breaches and their consequences to enhance compliance practices.

Instructor

Daniel Chua, CFP®

Daniel brings over 32 years of financial markets expertise, having served as Head of Research, Head of Equities and Chief Investment Officer at various institutions. His experience spans wealth management, financial planning and capital markets across Malaysia, Hong Kong and London. A frequent speaker and trainer, he holds multiple Capital Market Services Representative (CMSRL) licenses from the Securities Commission Malaysia. Daniel earned his BBA and MBA in Finance from the University of Houston, Texas.

Course Format

The workshop employs a blended learning approach, combining lecture-based instruction with interactive case studies, group discussions and practical exercises.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll possess the technical knowledge and practical skills needed to implement and maintain effective information barrier systems, detect potential insider trading violations and ensure regulatory compliance. You'll be equipped to assess risks, develop preventive controls and respond to potential breaches of Chinese Wall requirements.

Sales & Marketing Strategies – Building & Growing Investor's AUM



Course Overview

This comprehensive workshop equips financial advisors with advanced strategies to effectively grow and manage Assets Under Management (AUM) through refined sales techniques and marketing approaches. Participants will learn to analyze market trends, evaluate investment products, and develop client-centric solutions while building lasting relationships based on trust and professional expertise.



Who Should Attend?

- ✓ Financial Advisors
- ✓ Wealth Managers
- ✓ Unit Trust Consultants
- ✓ Investment Product Specialists
- ✓ Relationship Managers
- ✓ Sales Professionals

Key Learning Outcomes

- 01** Master consultative selling techniques specifically tailored for investment products and wealth management services.
- 02** Develop proficiency in market analysis and trend interpretation to make informed investment recommendations.
- 03** Create and implement personalised client engagement strategies based on risk profiles and investment objectives.
- 04** Build a robust framework for evaluating and selecting appropriate unit trust funds for different client segments.
- 05** Enhance relationship management skills to establish long-term client trust and loyalty across varying market conditions

Instructor

James Chin

James Chin, an HRD Corp Accredited Trainer, specialises in investment and the global economy with over 20 years in finance. Formerly a Director at CIMB Private Banking and CIMB Principal Asset Management, he was a licensed Capital Market Services Representative (CMSR) holder from the Securities Commission Malaysia. He now trains banks and multinational companies on investments, financial planning and leadership. James holds a Commonwealth Executive MBA from Wawasan Open University, where he also lectures part-time on leadership and organisational management courses.

Course Format

The workshop combines interactive lectures, case studies, and hands-on exercises in a dynamic learning environment. Participants will engage in role-playing scenarios, group discussions, and practical applications of concepts through real-world examples.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll possess enhanced capabilities in consultative selling, market analysis, product evaluation and client relationship management. These skills will be complemented by improved emotional intelligence, strategic thinking and the ability to adapt sales approaches to different market conditions and client needs. The combination of technical knowledge and soft skills will enable you to build a sustainable practice and consistently grow their AUM.

Structured and Hybrid Products – The Nuts and Bolts



Course Overview

This course provides a comprehensive exploration of structured and hybrid financial products. Participants will gain in-depth knowledge of these complex instruments, understanding their composition, benefits and associated risks. The course emphasises practical application, equipping attendees with the skills to analyse, recommend and incorporate these products into client investment strategies.

Who Should Attend?

- ✓ Financial advisors
- ✓ Wealth managers
- ✓ Investment bankers
- ✓ Securities professionals
- ✓ Risk managers
- ✓ Compliance officers
- ✓ Portfolio managers
- ✓ fund administrators
- ✓ Finance students and academics specialising in complex financial instruments

Key Learning Outcomes

- 01** Understand the structure, mechanics and market role of various structured and hybrid products.
- 02** Develop proficiency in risk assessment and management specific to these financial instruments.
- 03** Master the analytical techniques required to deconstruct and evaluate structured products.
- 04** Acquire the skills to create tailored investment plans incorporating structured and hybrid products.
- 05** Enhance communication skills for effectively explaining and recommending these products to clients.

Instructor

Wong Loke Lim, CA, FCCA, CFP®

With over 18 years of experience in the financial services industry, Mr Wong brings a wealth of knowledge to the classroom. A Chartered Accountant, Fellow of the Association of Chartered Certified Accountants and CFP professional, he has held senior positions including General Manager at KAF Investment Bank and executive roles in multiple public-listed companies. His diverse background ensures a practical, industry-focused approach to financial analysis.

Course Format

The workshop combines lectures, case studies and interactive sessions. Participants will engage in hands-on exercises, analysing real-world structured products and developing investment strategies. Group discussions and role-playing scenarios will enhance practical skills in client communication and product recommendation.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

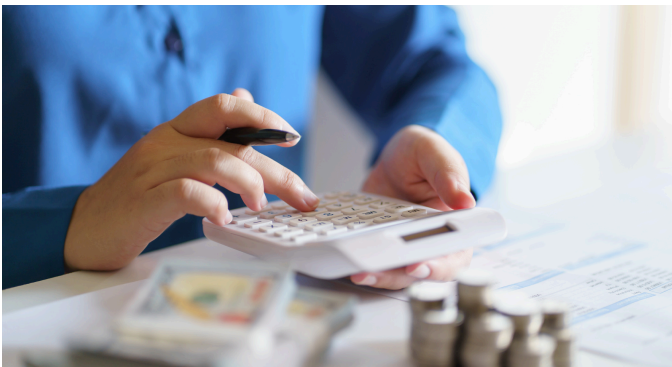
You'll develop a robust skill set in structured and hybrid product analysis and application. You'll be able to confidently assess the suitability of these products for various investment scenarios, construct well-balanced portfolios incorporating them and effectively communicate their benefits and risks to clients. These skills will enhance your ability to provide sophisticated financial advice and manage complex investment strategies in today's dynamic market environment.

Tax Accounting For Small Businesses and Individual Owners



Course Overview

This comprehensive workshop bridges the gap between tax accounting and financial accounting, specifically tailored for small business owners and individual proprietors. Participants will gain practical knowledge of tax regulations, accounting standards and reporting requirements while learning to optimize their tax position legally and efficiently. The course combines theoretical foundations with real-world applications, ensuring participants can confidently manage their business's tax obligations and financial reporting requirements.



Who Should Attend?

- ✓ Small Business Owners
- ✓ Entrepreneurs
- ✓ Portfolio Managers
- ✓ Accounting Professionals
- ✓ Business Managers

Key Learning Outcomes

- 01** Master the fundamental differences between tax accounting and financial accounting methodologies, enabling informed decision-making for your business.
- 02** Develop proficiency in applying current tax laws and accounting standards to ensure full compliance while maximising legitimate tax benefits
- 03** Acquire practical skills in calculating taxable income, identifying allowable deductions, and managing various income streams including investments
- 04** Understand different asset classes and their roles in portfolio construction.

Instructor

Cecilia Choo, CFP®

Cecilia brings 17 years of combined experience, including 4 years with a big four accounting firm and 13 years in multinational electronics companies. Her expertise spans financial accounting, internal control, SOX compliance, and system implementation. For the past decade, she's focused on training and teaching in accounting, finance, and taxation. A qualified Chartered Accountant and CFP professional, she holds an MBA with distinction from Heriot-Watt University and now works as a freelance advisor.

Course Format

The workshop is structured as an interactive learning experience combining lectures, practical exercises, and case studies. Participants will work with real-world scenarios and use actual tax forms and financial documents to reinforce their learning.

Earn Points

Complete one **full-day** workshop and earn:

- FPAM - 10 CE Points
- SIDC - 10 CPE Points
- FIMM - 8 CPD Points

Skills You Will Gain

You'll be equipped with practical tax accounting skills including preparation of tax computations, identification of tax-saving opportunities and proper documentation of financial transactions. You'll develop proficiency in utilising accounting software for tax purposes, creating compliant financial reports and implementing effective tax planning strategies.

The Anti-Money Laundering, Anti-Terrorism Financing & Proceeds of Unlawful Activities Act 2001 – Your Role & Responsibilities



Course Overview

This essential workshop provides a comprehensive understanding of Malaysia's anti-money laundering and counter-terrorism financing framework, focusing on the AMLATFPUAA 2001. Participants will gain crucial insights into their legal obligations, reporting requirements, and practical approaches to detecting and preventing financial crimes. The program emphasises real-world application and compliance strategies to effectively combat money laundering and terrorism financing.

Who Should Attend?

- ✓ Compliance Officers
- ✓ Risk Management Professionals
- ✓ Banking and Financial Institution Staff
- ✓ Legal Practitioners
- ✓ Company Secretaries
- ✓ Accountants and Auditors

Key Learning Outcomes

- 01** Master the fundamental principles and requirements of Malaysia's AML/CTF regulatory framework and recent legislative updates.
- 02** Develop expertise in identifying suspicious transactions and implementing effective reporting mechanisms in accordance with AMLATFPUAA requirements.
- 03** Acquire practical skills in conducting risk assessments and due diligence procedures to detect and prevent financial crimes.
- 04** Build competency in developing and maintaining robust internal controls to mitigate risks of money laundering and terrorism financing.

Instructor

Wong Loke Lim, CA, FCCA, CFP®

With over 18 years of experience in the financial services industry, Mr Wong brings a wealth of knowledge to the classroom. A Chartered Accountant, Fellow of the Association of Chartered Certified Accountants and CFP professional, he has held senior positions including General Manager at KAF Investment Bank and executive roles in multiple public-listed companies. His diverse background ensures a practical, industry-focused approach to financial analysis.

Course Format

The workshop employs a blended learning approach combining lectures, interactive discussions and case study analyses. Participants will engage in practical exercises, scenario-based learning and group activities to reinforce understanding of regulatory requirements and best practices.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You will develop a strong foundation in AML/CTF compliance, risk assessment and transaction monitoring capabilities. The programme enhances analytical skills in detecting suspicious activities, strengthens documentation and reporting abilities and builds expertise in implementing preventive measures.



Behavioural Finance, Ethics & Communication Courses



Applying Behavioural Finance in Your Financial Planning Practice



Course Overview

This intensive workshop bridges the gap between traditional financial planning and behavioural finance principles, equipping financial planners with practical tools to understand and address their clients' psychological biases in investment decision-making. Through case studies and interactive sessions, participants will learn to identify common behavioural pitfalls, implement strategies to mitigate emotional investing and develop more effective client communication approaches.

Who Should Attend?

- ✓ Financial Planners
- ✓ Wealth Advisors
- ✓ Investment Consultants
- ✓ Portfolio Managers
- ✓ Retirement Planning Specialists
- ✓ Relationship Managers
- ✓ Insurance Advisors
- ✓ Private Bankers

Key Learning Outcomes

- 01** Master the identification and management of key behavioural biases that impact client financial decisions.
- 02** Develop practical strategies to help clients overcome emotional investing patterns and maintain long-term perspective.
- 03** Learn to construct and communicate investment plans that account for both financial goals and psychological factors.
- 04** Gain techniques to effectively guide clients through market volatility and speculative bubbles

Instructor

Pauline Yong, CFP®

A Licensed Financial Planner with over 25 years of experience in economics, finance and banking. Pauline is a course facilitator for FPAM, author of five investment books and a regular media commentator. She holds an MBA from the University of Leicester, UK, is a certified chartist (CFTe) and has expertise in ESG investing. Her diverse background combines academic knowledge with practical industry insights.

Course Format

The workshop combines theoretical foundations with hands-on application through a mix of lectures, interactive discussions, and real-world case studies.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll be equipped with practical tools to identify and address client behavioural biases, communicate complex concepts more effectively, and develop investment plans that account for both financial and psychological factors. You'll master techniques for guiding clients through emotional market periods and gain confidence in handling difficult conversations about risk and return expectations.

Building a Successful & Ethical Mindset as a Financial Professional



Course Overview

This intensive workshop equips financial professionals with the essential mindset and ethical foundations needed to thrive in today's complex financial industry. The programme combines behavioural psychology, professional ethics and industry best practices to help participants cultivate both personal excellence and ethical decision-making skills.



Who Should Attend?

- ✓ Financial Advisors
- ✓ Wealth Managers
- ✓ Banking Professionals
- ✓ Investment Consultants
- ✓ Risk and Compliance Professionals

Key Learning Outcomes

- 01** Master proven strategies for developing mental resilience and maintaining professional composure during market volatility and high-pressure situations.
- 02** Understand and implement ethical decision-making frameworks specific to financial services while building trust-based client relationships
- 03** Develop personalised success metrics and self-assessment tools to monitor professional growth and maintain accountability.
- 04** Create a sustainable action plan that aligns personal career goals with professional ethics and industry best practices.

Instructor

Linnet Lee, CFP®, IFP®, eCTP

Linnet is a distinguished financial professional who recently retired as the Chief Executive Officer of the Financial Planning Association of Malaysia in 2023. With a deep passion for advancing the financial planning industry and improving public financial literacy, she has made significant contributions, including serving on the FAA Accreditation Panel and the ICF Task Force. Linnet was also the FPSB APAC Chairperson from 2019 to 2021 and is a founding member of the Women in ETF Malaysian Chapter. With 25 years of experience in various financial roles, she is also a HRDF-registered independent workshop designer and facilitator specialising in financial literacy and planning.

Course Format

Through a blend of interactive sessions, case studies, and practical exercises, participants will engage in guided self-reflection and collaborative learning. The workshop incorporates real-world scenarios, peer discussions and personalised action planning to ensure immediate application of concepts.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll develop a robust toolkit of practical skills including emotional intelligence in client relationships, ethical problem-solving techniques and personal accountability methods. The workshop emphasises actionable strategies for building mental resilience, maintaining professional integrity and creating sustainable success habits.

Case Study: The Practical Approach to Deliver Financial Planning Service to Mass Affluent Clients



Course Overview

This course equips you with the essential skills and knowledge needed to gather client's financial information and goals and present client's current financial status and recommended financial plan. Through a combination of theoretical understanding and real client case studies sharing, you will learn how to use your financial planning knowledge to advise and deliver value-added financial planning service to your clients.

Who Should Attend?

- ✓ Consumer Bankers
- ✓ Investment Bankers
- ✓ Financial Advisors
- ✓ Investment Advisors
- ✓ Relationship Managers
- ✓ Personal Bankers,
- ✓ Remisiers
- ✓ Dealer Representatives
- ✓ Branch Managers
- ✓ Compliance Officers

Key Learning Outcomes

- 01** Discover how to engage prospects or clients better with a financial planning approach as compared to product-oriented selling approach.
- 02** Apply practical professional methods to gather client's financial information and goals.
- 03** Adopt professional financial planning approach to present client's current financial status and areas for improvement.
- 04** Recognize common mistakes and challenges in conducting financial planning process
- 05** Discover the required mindset to develop workable action plans for the clients

Instructor

David Lee Sien Tiong, CFP®

David Lee Sien Tiong is a CFP® Professional and Chartered Accountant with CMSRL and FAR licenses. Since joining Whitman in 2002, he specializes in comprehensive wealth management and family office services for high-net-worth clients including major PLC owners, SME entrepreneurs, and top professionals. David provides expert advice on investment planning, retirement strategies, and estate planning, having won various industry awards for his distinguished business growth and professional achievement over his extensive career in wealth management.

Course Format

The workshop combines interactive lectures, case studies and hands-on planning exercises spread across multiple sessions. Participants will engage in practical exercises using real-world scenarios, collaborative group discussions and personalised planning sessions.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll develop crucial skills in educational cost projection, strategic financial planning and adaptable decision-making. Learn how to create comprehensive education plans that balance aspirations with practical constraints, master the use of various financial instruments for education funding and gain the ability to make informed adjustments to your plans as circumstances evolve.

Effective Habits for Personal and Professional Excellence



Course Overview

A transformative workshop that equips participants with essential habits and principles for personal and professional excellence. Through practical exercises, participants learn to develop sustainable behaviours that drive success, enhance productivity and create lasting positive change in both their personal and professional lives.



Who Should Attend?

- ✓ Leaders
- ✓ Managers
- ✓ Entrepreneurs
- ✓ Business Owners
- ✓ Individuals wanting to accelerate their growth

Key Learning Outcomes

- 01** Master evidence-based strategies for habit formation and behavioural change.
- 02** Develop effective decision-making and time management techniques for peak performance.
- 03** Build emotional intelligence and leadership presence for enhanced influence.
- 04** Create sustainable strategies for work-life harmony and long-term success.

Instructor

Annie Jasmine

Annie is an ICF Certified Coach and Leadership Development Trainer with over two decades of local and international corporate experience. She specialises in mindful leadership development, helping clients discover their authentic selves in today's volatile business environment. As a certified NLP Practitioner and HRDF Trainer, Annie employs a humanistic approach to unleash individual and team potential. She actively supports women in leadership through her volunteer work with Inspired Women Lead and Wanita Berdaya Selangor.

Course Format

Interactive case study workshop featuring real client scenarios presented by experienced CFP practitioners covering holistic financial planning, investment planning, and retirement planning services. Combines practical demonstrations of client engagement techniques, financial status presentations, and action plan development with lessons learned from common implementation mistakes.

Earn Points

Complete one **half-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

Master professional client engagement techniques to transition from product-selling to value-driven financial planning approaches, including systematic methods for gathering comprehensive client information and goals. Develop expertise in presenting clear financial status assessments, creating actionable improvement plans, and avoiding common pitfalls through real-world case study analysis across holistic, investment, and retirement planning scenarios.

Holistic Children Education Planning for the Modern Parents



Course Overview

This comprehensive workshop equips modern Malaysian parents with the essential knowledge and tools for strategic educational planning in today's dynamic landscape. Participants will learn to navigate both local and international education pathways, understand the financial implications of different educational choices and develop flexible planning strategies that adapt to changing circumstances and their children's evolving aspirations.

Who Should Attend?

- ✓ Parents
- ✓ Family Financial Planners
- ✓ School Administrators
- ✓ Prospective Parents

Key Learning Outcomes

- 01** Master education financial planning fundamentals in the Malaysian context.
- 02** Develop expertise in analysing and selecting suitable education pathways.
- 03** Create flexible education plans that adapt to changing circumstances.
- 04** Build practical skills in risk management and contingency planning.

Instructor

Alvin Kwan, CFP®

Alvin Kwan is a CFP professional, financial planner and academic with over 11 years of experience in the financial industry. He acquired his Master of Financial Planning from Curtin University, Western Australia in 2009 specialising in Australian superannuation, risk management, investments and taxation. Before joining Redvest Wealth and Asset Management, he was a wealth advisor with Affin Hwang Asset Management with prior experience in private banking and stock broking where he dealt with various forms of capital markets investment strategies for high net-worth individuals. He was also an academic with Taylor's University and Sunway University with over 5 years of financial education experience and modern curriculum programme design such as Work Based Learning and Micro-Credentials.

Course Format

The workshop combines interactive lectures, case studies and hands-on planning exercises spread across multiple sessions. Participants will engage in practical exercises using real-world scenarios, collaborative group discussions and personalised planning sessions.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll develop crucial skills in educational cost projection, strategic financial planning and adaptable decision-making. Learn how to create comprehensive education plans that balance aspirations with practical constraints, master the use of various financial instruments for education funding and gain the ability to make informed adjustments to your plans as circumstances evolve.

Misconduct and Abuses in Financial Markets



Course Overview

This course equips participants with the skills and strategies needed to excel in prospecting within the financial services industry. Participants will learn how to effectively identify and connect with potential clients, build meaningful relationships, and maintain a consistent pipeline for business growth. With a focus on practical techniques and real-world applications, the course addresses common challenges in prospecting and provides actionable insights for long-term success.



Who Should Attend?

- ✓ Financial Services Professionals
- ✓ Compliance Officers
- ✓ Investment Bankers
- ✓ Securities Traders
- ✓ Risk Management Professionals
- ✓ Legal Practitioners

Key Learning Outcomes

- 01** Master the key regulatory requirements and compliance frameworks governing Malaysia's financial markets.
- 02** Identify and analyse different types of market manipulation, insider trading and financial misconduct
- 03** Develop effective strategies for detecting and preventing market abuse in professional practice.
- 04** Implement robust internal controls and reporting mechanisms for regulatory compliance

Instructor

Wong Loke Lim, CA, FCCA, CFP®

With over 18 years of experience in the financial services industry, Mr Wong brings a wealth of knowledge to the classroom. A Chartered Accountant, Fellow of the Association of Chartered Certified Accountants and CFP professional, he has held senior positions including General Manager at KAF Investment Bank and executive roles in multiple public-listed companies. His diverse background ensures a practical, industry-focused approach to financial analysis.

Course Format

The workshop combines regulatory updates, real-world case studies and interactive discussions. Participants engage in scenario-based learning, compliance simulations and practical exercises focused on identifying and preventing market misconduct. Group activities reinforce understanding of regulatory requirements and best practices.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll develop comprehensive knowledge of financial market regulations, practical skills in identifying market manipulation, and expertise in implementing preventive measures. You'll also master compliance procedures, risk assessment techniques and best practices for maintaining market integrity while building proficiency in regulatory reporting and documentation.



Financial Planning & Advisory Skill-Related Courses



Advisory Skills in Financial Planning Practice



Course Overview

This practical workshop transforms traditional product-focused financial planning into a client-focused advisory approach. Participants will learn how to understand client needs deeply, conduct meaningful financial conversations and create personalised financial solutions. The course bridges the gap between product selling and becoming a trusted financial advisor who delivers genuine value to clients through well-structured advice and planning.



Who Should Attend?

- ✓ Financial Planners
- ✓ Wealth Management Professionals
- ✓ Insurance Agents
- ✓ Financial Advisors
- ✓ Financial Services Professionals

Key Learning Outcomes

- 01** Master a systematic approach to understand clients' financial needs, goals and concerns through effective conversation techniques.
- 02** Develop professional skills to gather relevant information for investment, insurance and estate planning while avoiding common advisory mistakes.
- 03** Create clear and transparent fee structures and service presentations that demonstrate value to clients.
- 04** Transform financial recommendations into practical, easy-to-understand plans that enhance the quality of advice delivery.

Instructor

Gavin Teoh, CFP®, IFP®

Gavin is a practice director at UOB Kay Hian Wealth Advisors with over 25 years of financial planning experience. He started his fee-based practice in Malaysia through CIMB Wealth Advisors-FCC in 2006 and made history as the first Malaysian to win the PlanPlus Global Financial Planning Awards (Asia Region) in 2014. A Licensed Financial Planner and Financial Adviser Representative, he holds CFP and IFP certifications, alongside a Bachelor of Science (Hons) in Physics and Master of Science in Economics. Gavin has served on prestigious award panels and possesses extensive licenses in investment advisory services.

Course Format

The workshop uses a mix of interactive lectures, role-playing exercises, and real-world case studies to provide practical experience. Participants will practise client conversation techniques and financial plan development through realistic scenarios.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll develop essential advisory skills including structured conversation techniques, effective questioning methods and professional presentation abilities. Learn how to gather meaningful client information, develop practical financial plans and present solutions that clearly show value to clients. These skills will help you build stronger client relationships and establish yourself as trusted financial advisors rather than product specialists.

Essential Knowledge of Economics in Financial Planning



Course Overview

This workshop provides a comprehensive understanding of the essential economic concepts and theories that underpin effective financial planning. Participants will explore the interplay between the broader economy, financial markets and individual financial decision-making, equipping them with the knowledge to provide informed and holistic financial advice.

Who Should Attend?

- ✓ Financial Planners
- ✓ Investment Advisors
- ✓ Wealth Management Professionals
- ✓ Personal Finance Educators
- ✓ Individuals interested in enhancing their understanding of the economic factors in financial planning.

Key Learning Outcomes

- 01** Describe the fundamental issues of the economy and precedent economic theories that would apply in financial planning practice.
- 02** Apply key financial market concepts of financial economics in providing good financial advice.
- 03** Explain how the tools of monetary policy work in different business cycles and its influence on the economy, market and consumer behaviour.
- 04** Identify issues of exchange rate volatility that impact the financial life of financial consumers.

Instructor

Gavin Teoh, CFP®, IFP®

Gavin is a practice director at UOB Kay Hian Wealth Advisors with over 25 years of financial planning experience. He started his fee-based practice in Malaysia through CIMB Wealth Advisors-FCC in 2006 and made history as the first Malaysian to win the PlanPlus Global Financial Planning Awards (Asia Region) in 2014. A Licensed Financial Planner and Financial Adviser Representative, he holds CFP and IFP certifications, alongside a Bachelor of Science (Hons) in Physics and Master of Science in Economics. Gavin has served on prestigious award panels and possesses extensive licenses in investment advisory services.

Course Format

The workshop will combine interactive lectures, case studies and group discussions to provide participants with a deep understanding of the essential economic knowledge required for effective financial planning. Participants will have the opportunity to apply the concepts learned to real-world scenarios and engage in discussions that foster a deeper understanding of the subject matter.

Earn Points

Complete one **full day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll develop a robust understanding of the economic principles that underpin financial planning. You'll also be equipped to integrate economic analysis into your financial planning strategies, enabling you to provide more comprehensive and informed advice to your clients.

Financial Planning for Millennials & Gen-Z



Course Overview

This workshop addresses the unique financial challenges and opportunities facing Millennials and Gen-Z in today's dynamic economic landscape. Participants will learn practical strategies for building wealth, managing debt and achieving financial independence while balancing modern lifestyle preferences and values-based investing. The course combines traditional financial planning principles with contemporary topics like the gig economy, digital assets and sustainable investing.



Who Should Attend?

- ✓ Young Professionals
- ✓ Gig Economy Workers & Freelancers
- ✓ Digital Natives
- ✓ First-Time Investors

Key Learning Outcomes

- 01** Design and implement a personalised financial roadmap that aligns with generational values, incorporating elements like work-life balance, career flexibility and social impact.
- 02** Master digital tools and fintech solutions for budgeting, investing, and wealth tracking while understanding their risks and benefits.
- 03** Develop strategies for tackling generation-specific challenges including student loan management, sharing economy opportunities and building multiple income streams.
- 04** Create an investment portfolio that balances short-term goals with long-term wealth building, incorporating both traditional and alternative investment vehicles.

Instructor

Alvin Kwan, CFP®

Alvin Kwan is a CFP professional, financial planner and academic with over 11 years of experience in the financial industry. He acquired his Master of Financial Planning from Curtin University, Western Australia in 2009 specialising in Australian superannuation, risk management, investments and taxation. Before joining Redvest Wealth and Asset Management, he was a wealth advisor with Affin Hwang Asset Management with prior experience in private banking and stock broking where he dealt with various forms of capital markets investment strategies for high net-worth individuals. He was also an academic with Taylor's University and Sunway University with over 5 years of financial education experience and modern curriculum programme design such as Work Based Learning and Micro-Credentials.

Course Format

The workshop combines interactive lectures, real-world case studies and hands-on exercises using popular financial apps and tools. Participants will engage in group discussions, peer learning and practical exercises to create their personalised financial plans.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll be equipped with practical skills in modern budgeting techniques, digital investment management and long-term financial planning. You'll also understand how to leverage technology for financial decision-making, evaluate various investment opportunities including digital assets and create a sustainable financial strategy that adapts to changing economic conditions while maintaining work-life balance and personal values alignment.

Financial Security through Financial Planning



Course Overview

This comprehensive workshop empowers participants with essential financial planning skills to take control of their financial future. Through practical exercises and expert guidance, you'll learn to evaluate your current financial status, understand various financial products and develop a personalised financial plan that aligns with your life goals and promotes both financial security and emotional wellbeing.

Who Should Attend?

- ✓ Working Professionals
- ✓ Young Professionals
- ✓ Life Transition Planners
- ✓ Anyone seeking to improve their financial literacy and develop better money management habits

Key Learning Outcomes

- 01** Develop a solid foundation in financial planning principles and master the critical elements needed for effective personal financial management.
- 02** Acquire analytical skills to assess your financial health and create realistic financial goals based on your current situation.
- 03** Create and implement a sustainable financial plan that balances short-term needs with long-term financial security.
- 04** Build expertise in evaluating financial products and selecting options that best match your personal financial objectives and risk tolerance.

Instructor

Christopher Chiu, CFP®, IFP®

Christopher is a Licensed Financial Planner and Financial Adviser Representative with UOB Kay Hian Wealth Advisors Sdn. Bhd. He holds licenses to practice from both Securities Commission and Bank Negara Malaysia. He is a practitioner in financial planning, having advised clients for over 20 years. In addition to advising clients, he has taught the CFP certification program to aspiring financial planners for SEGI College and KMDC. He has also developed study manuals for the CFP professional examination syllabus. He currently develops and facilitates Continuing Education courses for the Financial Planning Association of Malaysia.

Course Format

The workshop combines interactive lectures, practical exercises and hands-on financial planning activities spread across multiple sessions. Participants will work with real-world scenarios and their own financial data to create personalised financial plans. Group discussions and one-on-one consultation sessions ensure participants receive tailored guidance while learning from peers' experiences.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll master essential financial analysis techniques, develop critical decision-making skills for financial product selection and acquire the ability to create and maintain a comprehensive financial plan. These practical skills will enable you to make informed financial decisions, effectively manage your resources and work towards achieving both your short-term and long-term financial goals while maintaining financial wellbeing.

Fundamentals of Financial Planning



Course Overview

This comprehensive workshop delves into the essential components of financial planning, equipping participants with practical tools and theoretical knowledge to make informed financial decisions. Through hands-on exercises and real-world case studies, participants will learn to analyse financial ratios, understand debt management, communicate financial concepts effectively and implement robust risk management strategies in both personal and professional contexts.



Who Should Attend?

- ✓ Financial Professionals
- ✓ Business Owners & Entrepreneurs
- ✓ Individual Investors
- ✓ Corporate Managers
- ✓ Young Professionals

Key Learning Outcomes

- 01** Master the analysis and interpretation of key financial ratios to assess financial health and make data-driven decisions.
- 02** Develop proficiency in evaluating debt options and creating optimal debt management strategies for various financial scenarios.
- 03** Enhance ability to communicate complex financial concepts and recommendations to stakeholders clearly and confidently.
- 04** Acquire expertise in identifying, assessing, and implementing appropriate risk mitigation strategies to protect financial assets.

Instructor

Jack Lin, CFP®

Jack is a distinguished consultant and certified trainer specialising in the field of finance and financial planning. He holds a master's degree and is currently pursuing his Ph.D. His impressive career spans over two decades in the banking and finance industry, with a primary focus on wealth management planning. Before transitioning to the insurance and investment sector, Jack held pivotal roles in several well-established banks. His responsibilities included providing comprehensive training, coaching and advisory services to both internal sales staff and valued clients. Jack is currently an educator, imparting knowledge across a range of finance and financial planning subjects, both for professional certifications and at the university level.

Course Format

The course will be delivered through a combination of lectures, interactive discussions, case studies and practical exercises. Participants will have the opportunity to apply the concepts learned to their own estate planning scenarios, ensuring a personalised and relevant learning experience.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll the skills to develop and implement an Islamic estate plan that aligns with their values and ensures the proper distribution of their wealth. You'll also be equipped to navigate the complexities of the Faraid system and effectively utilise the available Islamic estate planning tools to achieve their goals.



This workshop equips participants with essential knowledge and practical strategies for effective tax management. The course covers fundamental concepts of individual taxation, legitimate tax planning techniques and optimal utilisation of exemptions and deductions. Through real-world case studies and hands-on exercises, participants will develop the expertise to make informed financial decisions while maintaining tax compliance.

- ✓ Working Professionals
- ✓ Small Business Owners
- ✓ Investment Enthusiasts
- ✓ Financial Advisors
- ✓ Individuals approaching retirement and planning their tax strategy

- 01** Master the intricacies of personal tax exemptions, deductions and reliefs to optimise tax returns effectively.
- 02** Differentiate between legitimate tax planning strategies and tax avoidance schemes while understanding their legal implications.
- 03** Develop proficiency in identifying and maximising eligible tax deductions across various income sources and investments.
- 04** Create a structured approach to year-round tax planning that aligns with personal financial goals and compliance requirements.

Idham Idris, CFP®

Stephen Yong, CFP®

Idham Idris and Stephen Yong are seasoned experts at Wealth Vantage Advisory, a leading financial planning firm. Idham, with over 20 years of experience, specialises in personal finance, estate planning, wealth protection and investment strategies, guiding individuals and businesses to achieve their financial goals in accordance with Islamic principles. Stephen, a CFP professional and MBA holder, focuses on business partnerships, financial solutions and financial literacy. Together, they work to simplify personal finance and help people achieve financial freedom through their expertise and passion for empowering their clients.

The workshop combines theoretical knowledge with practical application through a blend of interactive lectures, case studies and guided exercises. Participants will work with real-world scenarios, tax forms and planning tools during the workshop. Small group discussions provide personalised attention to address specific tax planning challenges.

Complete one **full day** workshop and earn:

FIMM - 8 CPD Points

You'll possess the practical skills to analyse their tax situation, implement effective tax planning strategies and maximise available deductions. You'll also be equipped with the knowledge to make informed decisions about investments, retirement planning and financial choices that impact their tax position. Additionally, you will develop the ability to maintain organised tax records and identify opportunities for tax efficiency throughout the financial year.

Risk Management in Personal Financial Planning



Course Overview

This comprehensive workshop explores the fundamental aspects of risk management within personal financial planning, equipping participants with practical tools to protect their financial future. Through hands-on exercises and real-world scenarios, participants will learn how to assess their insurance needs, understand various protection instruments and develop a balanced approach between investments and protection strategies for long-term financial security.



Who Should Attend?

- ✓ Working Professionals
- ✓ Small Business Owners
- ✓ Parents & Family Decision-Makers
- ✓ Anyone interested in optimising their insurance coverage and protection planning.

Key Learning Outcomes

- 01** Master the total needs approach to calculate precise insurance coverage requirements by analysing family income needs, replacement costs and medical expenses.
- 02** Differentiate between investment vehicles and protection products to make informed financial decisions aligned with personal goals.
- 03** Evaluate and identify various risks that could impact personal and family financial wellbeing.
- 04** Develop a comprehensive risk management strategy that integrates with broader financial planning objectives.

Instructors

Ng Ka Hoe

Ng Ka Hoe is a seasoned financial practitioner and coach with extensive experience in personal financial planning. He is a Registered Financial Planner with the Malaysian Financial Planning Council (MFPC) and has a background in Computer Science. Ka Hoe is known for his practical approach in financial education, emphasising real-world applications and strategies for risk management in personal finance.

Course Format

The workshop combines theoretical knowledge with practical application through interactive sessions, case studies, and guided calculations. Participants will engage in hands-on exercises using real-world scenarios, financial calculators, and worksheets to determine appropriate coverage levels.

Earn Points

Complete a **half-day** workshop and earn:

FPAM - 5 CE Points

SIDC - 10 CPE Points

FIMM - 4 CPD Points

Skills You Will Gain

You'll possess the technical skills to calculate insurance needs using the total needs approach, the analytical ability to evaluate different protection products and the strategic thinking required to balance protection and investment decisions. These practical skills will enable you to create and maintain a robust risk management strategy that adapts to life changes and supports long-term financial goals.

Tax Planning for Small Business and Individual Owners



Course Overview

This workshop equips small business owners and individuals with strategic tax planning knowledge and practical tools to optimise their tax position legally and ethically. Participants will learn to navigate complex tax regulations, identify legitimate deductions and implement effective tax planning strategies that align with their business goals while ensuring compliance with current tax laws.

Who Should Attend?

- ✓ Small Business Owners
- ✓ Entrepreneurs
- ✓ Startup Founders
- ✓ Individual Investors
- ✓ Property Owners
- ✓ Professionals managing family-owned businesses

Key Learning Outcomes

- 01** Master fundamental tax planning principles and develop a structured approach to identifying tax-saving opportunities for your business.
- 02** Analyse and apply various tax deductions, credits and exemptions available to small businesses and individual owners.
- 03** Develop skills to make informed decisions about business structure, timing of income and expenses, and investment strategies to minimize tax liability.
- 04** Create and implement a comprehensive tax planning strategy that balances tax efficiency with business growth objectives.

Instructor

Cecilia Choo, CFP®

Cecilia brings 17 years of combined experience, including 4 years with a big four accounting firm and 13 years in multinational electronics companies. Her expertise spans financial accounting, internal control, SOX compliance, and system implementation. For the past decade, she's focused on training and teaching in accounting, finance, and taxation. A qualified Chartered Accountant and CFP professional, she holds an MBA with distinction from Heriot-Watt University and now works as a freelance advisor.

Course Format

The course will be delivered through a combination of lectures, case studies, and interactive workshops. Participants will engage in practical exercises to apply theoretical concepts, analyze real-world scenarios, and develop advanced estate planning strategies that comply with current legislation.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll develop advanced problem-solving skills in estate planning, enhance your ability to navigate complex legal frameworks and improve their capacity to provide comprehensive estate planning advice. You'll also gain a nuanced understanding of how recent legislative changes affect estate planning strategies.

Taxation Planning for Financial Services Professionals



Course Overview

This workshop provides financial services professionals with a comprehensive understanding of taxation planning, beyond just income tax. Participants will explore various legal and taxation hazards, the different types of tax treatments and the importance of compliance with taxation regulations in Malaysia, including the impact on business and investment, even in cross-border transactions.



Who Should Attend?

- ✓ Financial Services Professionals
- ✓ Business Owners and Entrepreneurs
- ✓ Tax Professionals and Consultants
- ✓ Accountants and Financial Advisors

Key Learning Outcomes

- 01** Recognise that taxation encompasses more than just income tax.
- 02** Identify legal and taxation hazards that need to be negotiated.
- 03** Explain the different types of tax treatment and the significance of relevant legislations in business planning.
- 04** Plan the necessary information to comply with taxation regulations in Malaysia.

Instructor

Wee Hun Been

Lai Chiew Luan, CFP®, IFP®

Wee Hun Been, ALCC (Associate of The Commercial Education Scheme of the London Chamber of Commerce LCCI examination Board), CIMA (Chartered Institute of Management Accountants), is the Director of Vanguard Dot Biz Sdn. Bhd. and a certified trainer with HRD Corp (Human Resource Development Corporation). With over 25 years of experience in taxation and secretarial fields, he prepares reports for Bursa Malaysia-listed companies and contributes to Board meetings as a non-director. Lai Chiew Luan, a CFP & IFP professional, is also an HRD Corp certified trainer and an Internationally Accredited Trainer for IABFM (International Academy of Business and Financial Management). With 23 years of experience in accounting, tax and audit, she has handled the accounting and tax issues of a group of companies and provided GST implementation training.

Course Format

The workshop will be delivered through a combination of lectures, case studies and interactive discussions. Participants will have the opportunity to apply their learning to real-world scenarios and engage in group activities to deepen their understanding of taxation planning.

Earn Points

Complete one **full-day** workshop and earn:

FPAM - 10 CE Points

SIDC - 10 CPE Points

FIMM - 8 CPD Points

Skills You Will Gain

You'll develop the skills to analyse the impact of tax provisions on their business and investment activities, both within Malaysia and across borders. You'll also learn how to handle situations where their documents are reviewed by third parties during tax audits and investigations, ensuring compliance and mitigating potential risks.

“

**Learning is not attained by chance.
It must be sought for with ardour
and attended with diligence.**

— Abigail Adams





FPAM



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