



Institute of Marketing & Financial Training.

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Presents

C.F.P. Complete Financial Planning & I.B.D. Insurance Business Development

Only for MDRT Agents, SBAs & DO's
10 Power Packed Unique Sessions



Stand Out from Crowd

Date: 16 to 25 July 2020 | Time: @ 5 PM to 7 PM
Complete Financial Planning Software + Digital Certificate

22

Unique Topics
Course in English



By Mr. Sanjay Gurnani (CEO-imfT)
B.com, MBA, FIII, CFP, APMP - IIM Calcutta.

Course Fees
Rs. 7,500/- Only
Only Limited Seats

These are the Most desired Topics by Highly Successful Insurance Professionals
Book Your Seat Now. Call 9426743252, 9825567752, 9428598252



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You will Learn Following 22 Unique TOPICS

- 1. Using Software for Financial Planning*
- 2. 7 Minutes Appointment Technique*
- 3. NRI Marketing & Underwriting. (Mail Order Business)*
- 4. Goal Prioritizing.*
- 5. Risk Profiling.*
- 6. Income Analysis & Budgeting.*
- 7. Children Education & Marriage Planning.*
- 8. Family Risk Protection Analysis.*
- 9. Retirement Planning.*
- 10. Net Worth & Cash Flow Analysis.*
- 11. HNI Personal Financial Ratio Analysis.*
- 12. All Insurance Company Claims Ratio Analysis.*
- 13. HLV, Future Income & Expenses Analysis.*
- 14. Portfolio Risk Balancing.*
- 15. Suggestions on Risk Appetite basis.*
- 16. Health & Wealth Check up.*
- 17. IRR & HPR Calculations.*
- 18. Real Estate, Investment Returns Calculator.*
- 19. Gold Investment Returns Calculator.*
- 20. Business Development Strategies.*
- 21. Professional Branding Strategies.*
- 22. Corporate Profile Creation.*

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