

EFFECTIVE COMMUNICATION & CONVERSION WITH CLIENTS AND PROSPECTS USING THE DRAWMETRICS



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EFFECTIVE COMMUNICATION & CONVERSION WITH DRAWMETRICS

FOR FINANCIAL SERVICES SECTOR

TARGET AUDIENCE

- Financial Consultants/Advisors
- Financial Adviser Representatives
- Agency Leaders/Branch Managers & Directors
- Consumer Bankers/Private Bankers
- Wealth Managers

PROGRAMME OVERVIEW

The people skills you need in order to succeed as a financial professional include understanding different personality types, listening, asking the right questions, resolving conflicts, educating and consult clients. This programme aims to level up your competency in effective communication and conversion with the application of Drawmetrics. With the aid of the Drawmetrics tool, participants will learn the basis of cognitive neuroscience and its application in decision making, identifying potential blindspots, understanding mindsets and values system. Empowered with the learnings and deep insights provided by the Drawmetrics tool, financial professionals like yourself can now connect quickly and easily with prospective clients or potential candidates to close sales or hire the right talents respectively.

PROGRAMME DURATION & DELIVERY

2 Full Days (Total 14 hours)

Interactive learning over Zoom or face-to-face classroom session consisting of :

- Direct instruction - content presentation
- Live coaching
- Role-play
- Group discussion

PROGRAMME FEE

- **\$1,598** per pax
- Inclusive of 1 credit for Drawmetrics premium report
- Nett fee payable after 50% IBF-FTS subsidy : **\$799.00**
- Nett fee payable after 90% IBF-FTS subsidy : **\$159.80****

** For Singapore Citizens age 40 years old and above. T&C apply.

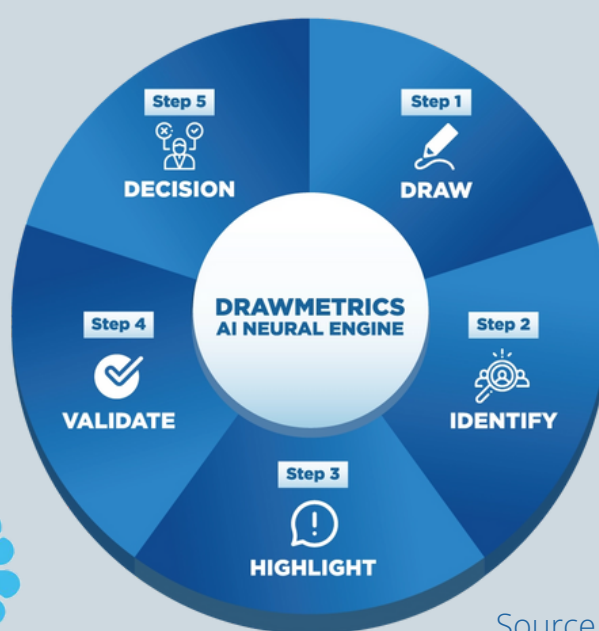


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LEARNING OUTCOMES

- **UNDERSTAND** the assumptions people make when communicating with you
- **DISCOVER** and overcome the biggest enemy in a sales dialogue
- **ACQUIRE** the most critical skill in becoming a great salesperson in financial services
- **IDENTIFY** key limiting mindset in human behaviours that retards sales conversion
- **APPLY** Drawmetrics to connect quickly and positively with people
- **UNCOVER** common blindspots in human behaviours
- **BUILD** trust with prospective clients/candidates quickly with deeper insights
- **INTEGRATE** Drawmetrics to sales process for better conversion
- **APPLY** Drawmetrics on your recruitment process to hire the right talents that fit



Source : <https://younnikly.com>

D R A W M E T R I C S[®]

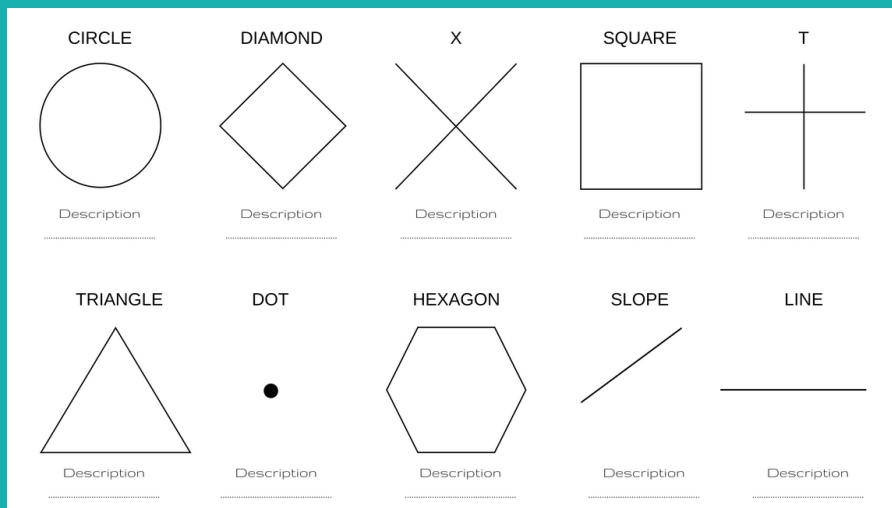
Drawmetrics technology are researched, tested and applied over 2 decades across 12 countries with more than 80,000 subjects with a high accuracy of up to 95% within a short time of 5 – 10 minutes for the average user. It is simple, easy to use, and non-questionnaire and non-grading scale based assessment, creating a revolutionary tool that is none other in the market today.



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Learn how these 10 symbols can connect you quickly and positively with your prospective clients and potential candidates for best results.



"The Drawmetrics simply cannot be gamed in any way and is an extremely useful tool to help Financial Consultants and Agency Leaders to connect with prospects, increase sales conversion and productivity, recruitment efficiency and drive overall better sales performance within the team" ~ **Raymond Lim** ~



"Before attending Drawmetrics Masterclass, I thought that it is just another profiling tool but I was wrong. I am amazed by how simple it is. Just by 10 simple drawings in less than 5 mins, I can better communicate and connect with someone whom I never met before. I believe this Drawmetrics neural analytics tool is going to help me recruit better candidates and coach my existing advisors more effectively. Thanks Andrew and Raymond!

~ **Derek Koh** ~

"I am always very skeptical when it comes to profiling tools as I felt that I am being put inside a box and if you do it multiple time, the result can be manipulated. But I was amazed by the 10 simple drawings, the report generated tells me my current state with 95% accuracy. The best part is every report is unique and cannot be manipulated. Finally, a neural analytics tool (non profiling tool) that does not put me in a box but allows me to be who I am. Truly an amazing tool and eye-opening Masterclass. I am sure it is going to help me a ton in my sales and recruitment effort.

~ **Eric Seah** ~



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OUR TRAINERS



Andrew Chai is a US Certified Executive Coach with Corporate Coach U since 2002. He has personally interviewed and worked with more than 80,000 people in 12 countries and the inventor of the #1 Human "Google Insights" Drawmetrics to connect with people easily.

Raymond Lim is a Sales Coach, Business Consultant & Serial Entrepreneur with 20 over years of experiences in the finance industry. He has mentored many high performers and executive leaders who earned 6 - 7 digits income in the financial advisory industry across the different countries - Singapore, Malaysia, China, Indonesia & Africa.



John Tan is the business strategist and co-trainer. He has more than 10 years of experience in the financial industry. John has conducted numerous workshops and coaching for coaches and sales professionals on how to launch a marketing campaign that generates quality leads. His belief is never to chase after customers but to attract them using effective marketing strategies.



For more information on the programme or registration process

Email : drawmetrics@levelupacademy.com.sg

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REFUND POLICY

Refunds for withdrawal due to non-delivery of the programme

In the unlikely event that a course/programme is cancelled, student(s)/participant(s) will be informed in writing of alternative date(s) arrangement and be entitled to a full refund of the fees already paid, should they decide to withdraw.

Refunds for withdrawal due to other reasons

Notice of withdrawal or deferment must be made in writing and received 7 days or more before course/programme start date, any fees paid less 4.5% for credit card charges will be refunded.

There will be NO refund if notice is received less than 7 days from the course start date, and any fees paid are strictly not transferable.