



**香港財務策劃師學會**  
Institute of Financial Planners of Hong Kong



## 5-hour SFC CPT Programs (Oct & Dec intakes)

IFPHK has created two packages of relevant and timely topics for you to attain 10 SFC CPT hours and 2 MPF core CPD hours by 31 Dec 2014:

### Package A) 11 Oct 2014 (Sat)

#### Negotiation Skill for Financial Planning Professionals (M515) (3 hours)

- Introduction
  - Nature of negotiation
  - Why negotiate and when?
- Preparation
- Bargaining techniques for win-win negotiation approach
- Communication skills for negotiation & complaint handling
- Persuasion

**Time:** 10am – 1pm  
**Speaker:** Mr. Pius Leung  
**Recognitions:** 3 IFPHK CE credits / SFC CPT hours / IA CPD hours / MPFA non-core CPD hours

#### MPF Updates (M109) (2 hours)

- MPF reforms proposals
- Consultancy study on MPF trustees' administration cost
- Regulation of Default Fund
- Consolidation of Personal Account
- Consultation on Withdrawal of MPF benefits
- Minimum & Maximum Levels of Relevant Income for MPF Contributions

**Time:** 2:30pm – 4:30pm  
**Speaker:** Dr. Elex Chan  
**Recognitions:** 2 IFPHK CE credits / SFC CPT hours / IA CPD hours / MPFA core CPD hours

### Package B) 6 Dec 2014 (Sat)

#### Managing Portfolio for High Net Worth Individuals (M415) (3 hours)

- Understanding Money Generating System (MGS) of your clients
- Mentality of managing portfolio for HNW
- Strategies and Approach

**Time:** 10am – 1pm  
**Speaker:** Mr. Jacky Chan  
**Recognitions:** 3 IFPHK CE credits / SFC CPT hours / IA CPD hours / MPFA non-core CPD hours

#### Financial Planning in Practice – Real Case Analysis Workshop (M217) (2 hours)

- Understanding of the financial planning process in practice
- Know the client - current situation analysis
- Understand client's problems - insurance shortfall analysis & retirement and investment analysis
- Implementation advisory – skills to match the product with clients' needs
- Construction of a detailed picture on client's financial situations
- The key skills to develop the proposal of needs-based solutions to clients

**Time:** 2:30pm – 4:30pm  
**Speaker:** Mr. Wilson Yee  
**Recognitions:** 2 IFPHK CE credits / SFC CPT hours / IA CPD hours / MPFA non-core CPD hours

Medium of Instruction: **Cantonese**

Program Fee: **For each of the package: \$450 (for members) & \$580 (for non-members)**

**For Packages A & B: \$850 (for members) & \$1,100 (for non-members)**

**Early Bird offer for enrolling Packages A & B (until 19 Sep): \$780 (members) / \$1,010 (non-members)**

## Speakers

### Dr. Elex Chan

DBA, CDDBA, MBA, ACII, MHKSI, DPE, FHKCIP

Dr. Elex Chan has over 20 years experience in local insurance and wealth management. He worked with Jardine Matheson Group, HSBC Group, Dao Heng Insurance Company Limited as Director and General Manager, Dao Heng Bank as Head of Wealth Management and Insurance Services Division and Commonwealth Bank of Australia Wealth Management Group as Managing Director.

### Mr. Jacky Chan

CFP<sup>CM</sup>, CFA, FRM

Mr. Jacky Chan has more than 13 years of experience with major international banks where he has been delivering investment advice and asset management services to ultra-high net worth individual. He has extensive exposure in financial planning and portfolio management for private clients. He has been conducting different training sessions and workshops in portfolio management, investment advisory and financial planning. Through frequent and direct interactions with clients, Mr. Chan has practical skills and knowledge in delivering wealth management solutions with proven track record.

### Mr. Pius Leung

Mr. Pius Leung is specialized in professional training including Communication Skills, Nonverbal Intelligence, Leadership Skills, and Team Building Workshop. He is also with accreditation in Recruitment & Selection Workshop, and Life Insurance & Retirement training.

Pius has spent over 20 years in the financial industry. His training experiences are extensive, from agents, telemarketers, consultants to leaders in multinational and listed corporations such as ACE Life, Prudential, Convoy, etc. Pius has hand-on experiences on consultancy administration and tailor made recruitment workshops to management levels.

### Mr. Wilson Yee

CFP<sup>CM</sup>, CFA, FRM, LLB, LLM, MBA

Mr. Wilson Yee has been working in the field of financial advisory for over 10 years to serve corporate and individuals in the areas of risk, investment and trust planning. He is also engaged in documentation geared for pre-listing and pre-funding arrangement in the Greater China region. Mr. Yee has conducted various finance and investment programs since 2001 and is currently a part-time instructor of the IFPHK Registered CFP Certification Education Program.

Continuing Education Programs 持續進修課程: REGISTRATION FORM 報名表格

Please read the general notes before completing the Registration Form. Applicant must complete the Registration Form in BLOCK LETTERS.  
請在填表前注意表格的申請須知，並用正楷填寫表格。

Early Bird offer for enrolling All 2 packages (until 19 Sep)

Section (A) 甲部 - Program Application 申請課程

Items	Program Name & Program Code 課程名稱 & 課程編號	Program Date 課程日期 (DD/MM/YY YY)	Fee 費用		CE Cash Coupon code # CE 現金券編號	Ref No. 參考編號 (Office use only 內部專用)
			Member 會員	Non-Member 非會員		
All packages	Program 1 : Negotiation Skill for Financial Planning Professionals (M515) Program 2 : MPF Updates (M109) Program 3 : Managing Portfolio for High Net Worth Individuals (M415) Program 4 : Financial Planning in practice – Real Case Analysis Workshop (M608)	11/10/2014	<input type="checkbox"/> HK\$780 (Early Bird)	<input type="checkbox"/> HK\$1,010 (Early Bird)	N/A	
		11/10/2014				
		6/12/2014	<input type="checkbox"/> HK\$850	<input type="checkbox"/> HK\$1,100		
		6/12/2014				
Package A	Programs 1 + 2	11/10/2014	<input type="checkbox"/> HK\$450	<input type="checkbox"/> HK\$580		
Package B	Programs 3 + 4	6/12/2014	<input type="checkbox"/> HK\$450	<input type="checkbox"/> HK\$580		

# Quote the pre-printed coupon code in the box. Only one CE cash coupon can be used for one CE program. CE cash coupons cannot be used in conjunction with other program discounts (e.g. early-bird offers, special offers, etc). 請於指定空格上填寫 CE 現金券編號。每張 CE 現金券只可用於一個持續進修課程。CE 現金券及其他折扣優惠(如：預早報名優惠、特別優惠等)不可同時使用。

Section (B) 乙部 - Personal Particulars 個人資料 \*Mandatory field 必須填寫

Title 稱號	Mr 先生 / Ms 女士 / Mrs 太太 / Miss 小姐 (Please delete where inappropriate 請刪除不適用者)	Membership/HKID Card/Passport No. * 會員編號/身份證編號/護照編號 <i>For the purpose of identification and CE record 以核對身份及登記持續進修學分#</i>
Full Name 名字 *	(As printed on your HK ID Card / Passport 必須與香港身份證 / 護照上相同)	
Company Name 公司名稱 (Corporate member no., if any 機構會員編號, 如適用)	( )	Position 職位
Email Address 電郵地址 *	(Confirmation notice will be sent via e-mail 學會將透過電郵發出確認通知)	
Mobile Phone No. 手提電話號碼 *		
Mailing Address 郵寄地址		
Employment Field 行業	Please tick "√" the one below that best describes the industry you are serving 請剔選 "√" 下列其中一個最能夠描述您所屬行業的編號	
<input type="checkbox"/> 1 Retail Banking 零售銀行	<input type="checkbox"/> 5 General Insurance 一般保險	<input type="checkbox"/> 9 Legal Practice 法律
<input type="checkbox"/> 2 Private Banking 私人銀行	<input type="checkbox"/> 6 Independent Financial Advisor 獨立財務顧問	<input type="checkbox"/> 10 Accounting Practice 會計
<input type="checkbox"/> 3 Investment Banking 投資銀行	<input type="checkbox"/> 7 Asset Management 資產管理	<input type="checkbox"/> 11 Academia 學術
<input type="checkbox"/> 4 Life Insurance 人壽保險	<input type="checkbox"/> 8 Securities Brokerage 證券經紀	<input type="checkbox"/> 12 Real Estate Sector 房地產界別
<input type="checkbox"/> 13 Other 其他	please specify 請註明: _____	
* <input type="checkbox"/> If you do not want to receive news on training products and services from IFPHK, please tick here 若不希望收取學會的產品或服務資訊電郵，請在空格內打勾。		

Section (C) 丙部 - Declaration 聲明

I declare that the information given in this application form is truthful and complete. I understand that any false and misleading information will lead to disqualification of my application for registration. Any fees paid will not be refunded.

本人謹此聲明，本人所提供之資料均屬真實及完整。如有任何虛報或誤導資料，則本人的申請資格均會被取消。所有已繳費用概不退還。

Signature 簽署: \_\_\_\_\_

Date 日期: \_\_\_\_\_

Section (D) 戊部 - Payment Methods and Details 付款方式與詳情

Cheque 支票 Cheque No 支票號碼: \_\_\_\_\_ Drawn on (Bank) 發票銀行: \_\_\_\_\_

Cheques should be made payable to "IFPHK Ltd." 請於支票收款人填上 "IFPHK Ltd."

Credit Card 信用卡

Total payable fee 本人計算得以上課程合共: HK\$ \_\_\_\_\_

I hereby authorize IFPHK Ltd. to charge this amount or, if I have miscalculated the amount, the correct amount payable to my credit card with details below. I understand that IFPHK Ltd. will notify me if I have miscalculated the payable fee after charging my credit card.  
本人授權香港財務策劃師學會從下述信用卡戶口扣除上述所列費用。如有計算錯誤，請從下述戶口扣除正確費用並隨後通知本人。

Visa card  MasterCard

Card number 信用卡號碼:





Expiry Date 到期日:

(MM/YYYY 月/年)

Cardholder's Name 卡主名字: \_\_\_\_\_

Cardholder's Signature 卡主簽署: \_\_\_\_\_

Date 日期: \_\_\_\_\_

Remark 申請須知: Please read the General Notes in the IFPHK's website 請於香港財務策劃師學會網站閱讀有關申請須知 [http://info.ifphk.org/data/Form/25/Note\\_2012.pdf](http://info.ifphk.org/data/Form/25/Note_2012.pdf)

Address 會址: 13/F, Causeway Bay Plaza 2, 463 - 483 Lockhart Rd, HK 香港銅鑼灣駱克道 463-483 號銅鑼灣廣場二期 13樓 Tel 電話: 2982 7888 Fax 傳真: 2982 7777 Website 網址: [www.ifphk.org](http://www.ifphk.org)

Continuing Education Programs 持續進修課程: REGISTRATION FORM 報名表格

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Section (A) 甲部 - Program Application 申請課程

Item	Program Name & Program Code 課程名稱 & 課程編號	Program Date 課程日期 (DD/MM/YYYY)	Fee 費用		CE Cash Coupon code # CE 現金券編號	Ref No. 參考編號 (Office use only 內部專用)
			Member 會員	Non-Member 非會員		
Program 1	Negotiation Skill for Financial Planning Professionals (M515)	11/10/2014	<input type="checkbox"/> HK\$420	<input type="checkbox"/> HK\$540		
Program 2	MPF Updates (M109)	11/10/2014	<input type="checkbox"/> HK\$280	<input type="checkbox"/> HK\$360		
Program 3	Managing Portfolio for High Net Worth Individuals (M415)	6/12/2014	<input type="checkbox"/> HK\$420	<input type="checkbox"/> HK\$540		
Program 4	Financial Planning in Practice – Real Case Analysis Workshop (M217)	6/12/2014	<input type="checkbox"/> HK\$360	<input type="checkbox"/> HK\$460		

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Section (B) 乙部 - Personal Particulars 個人資料 \*Mandatory field 必須填寫

Title 稱號 (Please delete where inappropriate 請刪除不適用者)	Mr 先生 / Ms 女士 / Mrs 太太 / Miss 小姐	Membership/HKID Card/Passport No. * 會員編號/身份證編號/護照編號 For the purpose of identification and CE record. 以核對身份及登記持續進修學分#
Full Name 名字 * (As printed on your HK ID Card / Passport 必須與香港身份證 / 護照上相同)		
Company Name 公司名稱 (Corporate member no., if any 機構會員編號, 如適用)	( )	Position 職位
Email Address 電郵地址 * (Confirmation notice will be sent via e-mail 學會將透過電郵發出確認通知)	Mobile Phone No. 手提電話號碼 *	
Mailing Address 郵寄地址		
Employment Field 行業 Please tick "✓" the one below that best describes the industry you are serving 請劃選 "✓" 下列其中一個最能夠描述您所屬行業的編號		
<input type="checkbox"/> 1 Retail Banking 零售銀行	<input type="checkbox"/> 5 General Insurance 一般保險	<input type="checkbox"/> 9 Legal Practice 法律
<input type="checkbox"/> 2 Private Banking 私人銀行	<input type="checkbox"/> 6 Independent Financial Advisor 獨立財務顧問	<input type="checkbox"/> 10 Accounting Practice 會計
<input type="checkbox"/> 3 Investment Banking 投資銀行	<input type="checkbox"/> 7 Asset Management 資產管理	<input type="checkbox"/> 11 Academia 學術
<input type="checkbox"/> 4 Life Insurance 人壽保險	<input type="checkbox"/> 8 Securities Brokerage 證券經紀	<input type="checkbox"/> 12 Real Estate Sector 房地產界別
<input type="checkbox"/> 13 Other 其他	please specify 請註明: _____	
* <input type="checkbox"/> If you <u>do not</u> want to receive news on training products and services from IFPHK, please tick here 若不希望收取學會的產品或服務資訊電郵，請在空格內打勾。		

Section (C) 丙部 - Declaration 聲明

I declare that the information given in this application form is truthful and complete. I understand that any false and misleading information will lead to disqualification of my application for registration. Any fees paid will not be refunded. I also read and understand all the General Notes regarding my application. 本人謹此聲明，本人所提供之資料均屬真實及完整。如有任何虛報或誤導資料，則本人的申請資格均會被取消。所有已繳費用概不退還。本人亦已閱讀及明白所有申請須知。

Signature 簽署: \_\_\_\_\_ 日期 Date: \_\_\_\_\_

Section (D) 戊部 - Payment Methods and Details 付款方式與詳情

<input type="checkbox"/> Cheque 支票 Cheque No 支票號碼: _____ Drawn on (Bank) 發票銀行: _____ Cheques should be made payable to "IFPHK Ltd." 請於支票收款人填上 "IFPHK Ltd."
<input type="checkbox"/> Credit Card 信用卡 Total payable fee 本人計算得以上課程合共: HK\$ _____ I hereby authorize IFPHK Ltd. to charge this amount or, if I have miscalculated the amount, the correct amount payable to my credit card with details below. I understand that IFPHK Ltd. will notify me if I have miscalculated the payable fee after charging my credit card. 本人授權香港財務策劃師學會從下述信用卡戶口扣除上述所列費用。如有計算錯誤，請從下述戶口扣除正確費用並隨後通知本人。 <input type="checkbox"/> Visa card <input type="checkbox"/> MasterCard Card number 信用卡號碼: _____ Expiry Date 到期日: _____ (MM/YYYY 月/年) Cardholder's Name 卡主名字: _____ Cardholder's Signature 卡主簽署: _____ Date 日期: _____

# Notes (報名須知)

## 1) Registration 報名

- a) Registration will be on First-Come-First-Served basis upon receipt of payment. IFPHK members will be given priority. 報名將以先到先得並已全數繳交所需費用為準。本會會員享有優先報名的權利。
- b) IFPHK reserves the right to refuse registration if applicants fail to make payment, and/or are unable to provide accurate and complete information as stated in the registration form. 申請人報讀本學會課程時須按報名表上的要求提供正確及完整的資料，並繳付所需費用。如申請人未達以上要求，本學會有權拒絕其申請。
- c) In general, ACKNOWLEDGMENT will be sent via email within 7 days after the receipt of registration form. 本學會一般會於接收報名表七個工作天內以電郵與申請人確認收妥課程申請。
- d) In general, CONFIRMATION will be sent via email at least 3 working days prior to the program. Applicants who do not receive the confirmation by the said date should contact IFPHK at 2982 7888. 本學會一般會於開課前三個工作天或以前以電郵與申請人確認課程。申請人如在所述時間仍未收到本學會的確認電郵，請致電2982 7888 與本會職員聯絡。

## 2) Course Fee 課程費用

- a) Registration paid by cheque will be processed only if the cheque reaches IFPHK within 5 working days from date of registration. No post-dated cheques will be accepted. 以支票繳付學費的申請人必須於報名後五個工作天內將支票送達本學會，否則其申請將不獲受理。本學會概不接受票期。
- b) Program fees paid are non-refundable and non-transferable irrespective of individual's attendance status, with the exception of unsuccessful application due to full enrolment and program cancellation. 除課程額滿或課程被取消外，學員已繳之學費（不論有否出席）均不予退還或轉用於另一課程。
- c) IFPHK reserves the right to cancel programs due to under-enrolment, individuals will be notified and full refund will be arranged. 本學會有權因報名人數不足而決定取消課程。受影響的學員將獲個別通知及退還已收之費用。
- d) Applicants who wish to enjoy Member Fee must provide relevant information at the time of registration. Otherwise, Non-member fee shall be charged and fee difference will not be refunded. 申請人如欲享有課程費用之會員優惠價，必須於申請時提出並提供有關資料。否則本學會將收取非會員課程費用之金額。課程費用之差額概不退還。
- e) The "Official Receipt", with IFPHK official stamp, will be distributed to participants at the end of the program when their payments are successfully settled. The receipt will not be distributed otherwise. Participants will be charged a fee of \$20 for re-issuance of the receipt. 本學會將於課程完畢時派發蓋上學會印章的「正式收據」予已成功支付課程費用之學員。該收據將不再補發。參加者如須補領收據必須支付20元之行政費用。

## 3) Attendance & Certificate 出席記錄及證書

- a) Attendance Certificates will only be issued to participants who: 參加者必須符合以下條件方可獲發出席證書：
  - i. present their Hong Kong Identity Card or other photo-bearing legal identification documents, such as Passport, upon registration for identity verification. 於登記時出示香港身份證明文件或附有其相片之有效法律證件(如旅遊證件)以確認身份。
  - ii. sign-in before program and sign-out after program. 於上課前及下課後簽到/簽退。
  - iii. arrive no later than 15 minutes after the program commences and do not leave earlier than 15 minutes before the program ends. 不遲於課程開始十五分鐘內到達及不早於課程完畢前十五分鐘離開。
  - iv. return to the classroom before the end time for official breaks (if any) announced by the speaker or IFPHK staff. 於講師/職員提出的課程休息時段(如有)完結前返回課室上課。
- b) The "Attendance Certificate", with IFPHK official stamp, will be distributed to eligible participants at the end of the program when their payments are successfully settled. The certificate will not be distributed otherwise. Participants will be charged a fee of \$100 for re-issuance of the certificate. 本學會將於課程完畢時派發蓋上學會印章的「出席證明書」予已成功支付課程費用之學員。該證書將不再補發。參加者如須補領證書必須支付100元之行政費用。

## 4) Program Venue 上課地點

- a) Unless specify, all programs will be held at IFPHK office. 除特別聲明外，上課地點均為本會會址。
- b) IFPHK reserves all rights to make necessary alternations on program venue. Participants shall refer to the confirmation

email for the updated program venue. 本學會有權隨時更改原定課程之地點，學員應以確認電郵上所列之上課地點為準。

## 5) Medium of Instruction 教授語言

Unless otherwise specified, all programs are conducted in Cantonese and supplemented with English terminology. Notes will be in English. 除特別聲明外，所有課程將以廣東話教授並附以英語專用名詞。講義內容為英語。

- 6) The program instructor/IFPHK staff may exclude a participant from class if his/her behavior disturbs the class or if he/she does not follow instructions in class or as laid down by IFPHK. No program fee will be refunded. 如學員行為影響課堂秩序及教學進度，導師及本會職員有權要求學員即時離開課室，並不會退回其繳交之費用。
- 7) IFPHK reserves all rights to make necessary alternations on program arrangements, such as venue, date, time and speaker. 本學會有權隨時更改原定課程之細則，如地點、日期、時間及講師。

- 8) No recording is allowed in class unless with prior consent from IFPHK. 未經本學會同意，在課程進行期間一概不得進行任何形式的錄影或錄音。

- 9) No smoking is allowed inside the classroom. Mobile phones, pagers and other electronic communications must be switched off. 課室內不准吸煙。學員必須關掉所有手提電話、傳呼機及其他響鬧儀器。

- 10) Participants are required to keep the program venue clean and tidy. 學員必須保持課室整潔。

- 11) Personal data supplied in this enrollment will be used only for purposes relating to enrolling / attending the IFPHK CE programs and notifying you of any update to our products and services. IFPHK reserves the right to inspect personal identity of participants. 本報名表上提供的個人資料，僅供作處理有關報讀/出席本學會課程事宜及通知閣下有關任何新產品或服務之用。本學會保留檢查出席課程人士之身份證明之一切權利。

## 12) Arrangement in times of Tropical Cyclones and Rainstorms 有關熱帶氣旋警告信號及暴雨警告信號發出時之課堂安排

- a) When Typhoon Signal No. 3 or below/ Amber or Red Rainstorm Warning is in force, all programs will be held as scheduled. 當三號風球或以下/黃色或紅色暴雨警告訊號懸掛時，所有課堂均會如常進行。
- b) When the Observatory hoists the Typhoon Signal No. 8 or above/Black Rainstorm Warning is in force during programs; or Typhoon Signal No. 8 or above will be hoisted within 2 hours before programs commence, all programs already in progress will be dismissed immediately or cancelled. Remedial programs will be arranged. 當天文台在上課時發出八號風球或以上/懸掛黑色暴雨警告訊號；或將於上課前二小時內懸掛八號風球或以上，所有課程均會即時終止或取消，本學會將會安排補課。
- c) All programs will be held as scheduled, if Typhoon Signal No. 8 or above/Black Rainstorm Warning is lowered before 7:00am. 當八號風球或以上/黑色暴雨警告訊號在上午七時或以前除下，所有課程均會如常進行。
- d) Programs starting between 2:00pm and 6:00pm will be held as scheduled, if Typhoon Signal No. 8 or above/Black Rainstorm Warning is lowered at or before 12:00 noon. 當八號風球或以上/黑色暴雨警告訊號在正午十二時或以前除下，下午二時至六時舉行之所有課程均會如常進行。
- e) Programs starting at or after 6:00pm will be held as scheduled, if Typhoon Signal No. 8 or above/Black Rainstorm Warning is lowered at or before 4:00pm. 當八號風球或以上/黑色暴雨警告訊號在下午四時或以前除下，下午六時或以後舉行之所有課程均會如常進行。

- 13) IFPHK reserves all rights to alter and update the "Terms & Conditions" from time to time without prior notice. 本學會有權隨時更新並更改本報名指引，不作出任何預先通知。