

How to Become a Successful Financial Services Consultant in Singapore like Li Wei?



Life as a Financial Services Consultant.

In Singapore, financial services consultants are licensed and regulated by the Monetary Authority of Singapore (MAS). Three primary requirements exist to earn a license in Singapore.



21+

First, you must be 21 years old.

Second, you must have either a GCE 'A' Level certificate with three H2 passes and two H1 passes; or an International Baccalaureate (IB) diploma; or a polytechnic diploma; or equivalent academic qualifications.



Third, you must pass M5, M9, M9A and H1 of the CMFAS Exam.

Being a Financial Services Consultant in Singapore is different from most careers.

As a Financial Services Consultant, you have no set salary and no standard office hours.

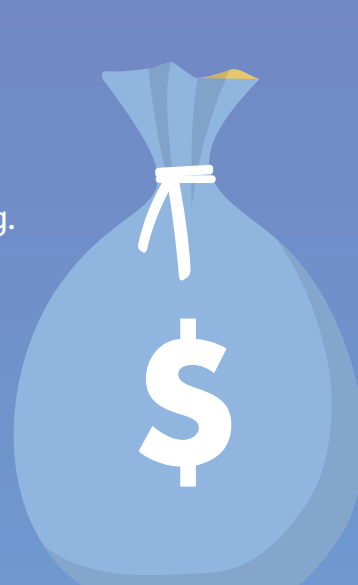


Research indicates that on average financial services consultants can have a higher salary than they would in another occupation. However, being a financial services consultant requires a disciplined approach to time management.

Controlling your hours does not mean that you work less. It simply means that you control how your workload is managed. If you do not have the **discipline** to manage your time effectively, then this may not be the best career for you.



Your primary purpose as a financial services consultant is to help people on their financial journey. Earning the right to help others in this very personal manner, can be challenging yet rewarding. Some people begin their career as a Financial Services Consultant young, while others begin this career later in life. Either can be successful, as life as a financial services consultant involves four primary buckets of work.



First, you must have a broad general knowledge of finance and complete ongoing education to maintain the latest information available to financial services consultants

Second, you need the ability and persistence to sell your skills to prospective clients.



Third, you must work to lead your clients to success.

Finally, you need to complete the administrative tasks associated with your services. This work seems simple, however executing these tasks with success can be challenging.



Why hard work leads to success?

As mentioned earlier, there is no secret to becoming a successful A new financial services consultant, as it simply depends on your hard work.

A new financial services consultant with no clients has the challenge of building a network of potential clients, selling your services and closing the deal such that these potential clients become your active clients.



Once these clients agree to work with you, you must help them achieve their goals such that you can retain them and use their success to help further sell your services to their networks.

This involves listening to prospective and current clients in order to understand how they define success. It involves practicing your sales pitch, finding a good mentor, completing continuing education and ultimately never giving up.

If you help one person at a time achieve personal success, then over time you will achieve your own success as a financial services consultant in Singapore.



Speak to Li Wei Today

Contact: +65 97868006

Li Wei and his award-winning team are calling you to join them.



Li Wei

High-Net-Worth Financial Services Group Director from AIA Singapore

