

Recruitment App User Guide

Where and how to download RA?

1. Login to ePartner via iPad using your agent ID and password.
2. Go to 'Downloads' > 'Recruitment App' > 'Recruitment App Download'. (Requires a stable internet connection.)



Step 1

> Log into ePartner



Step 2

> Tab on "Download" button



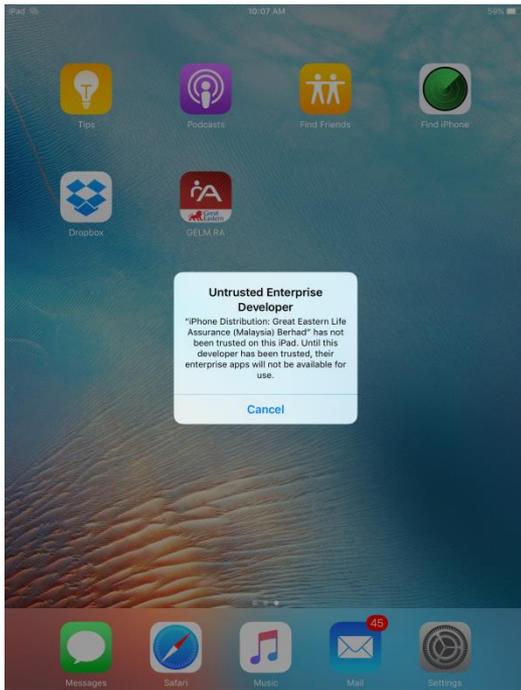
Step 3

> Recruitment App icon appear on main screen

Recruitment App User Guide

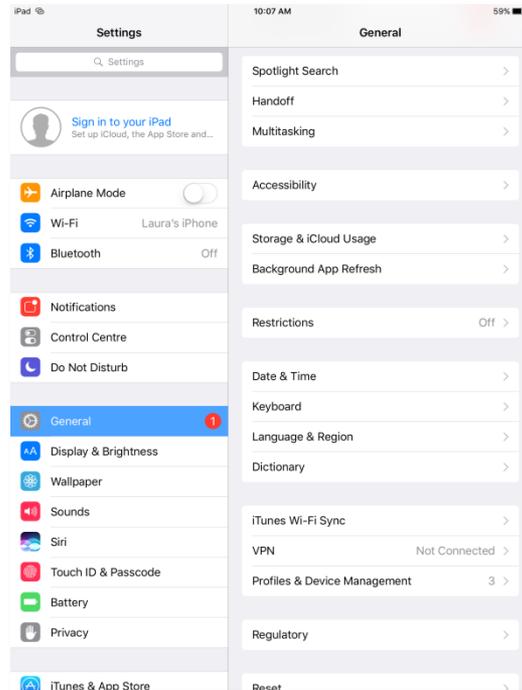
*Additional Steps (if prompted on screen)

1. If 'Untrusted Enterprise Developer' appears, go to iPad 'Settings'.
2. Go to 'Settings' > 'General' > 'Profiles and Device Management' > Great Eastern Life Assurance (Malaysia) Berhad



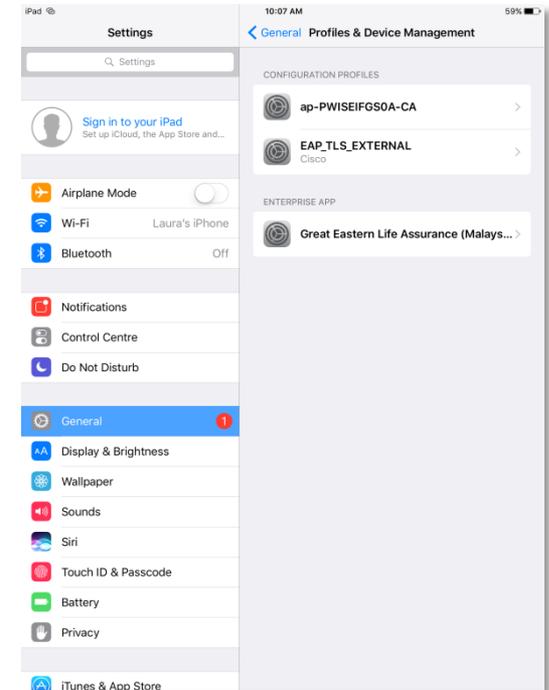
Step 1

> If message appears on screen



Step 2

> Click on 'Profiles & Device Management'



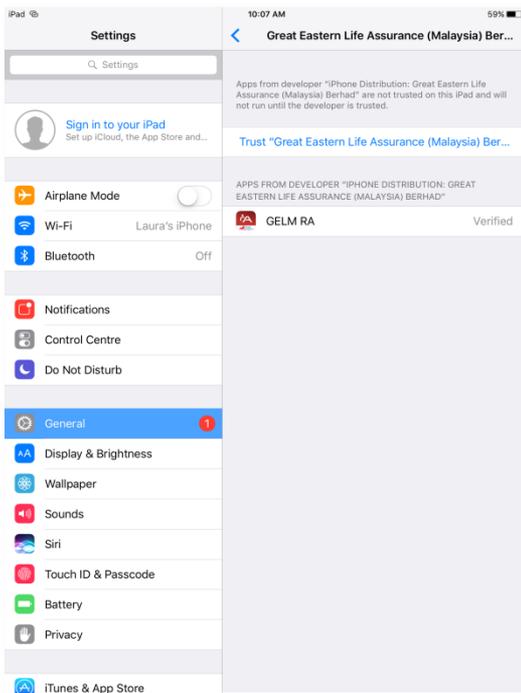
Step 3

> Click on Great Eastern Life Assurance (Malaysia) Berhad

Recruitment App User Guide

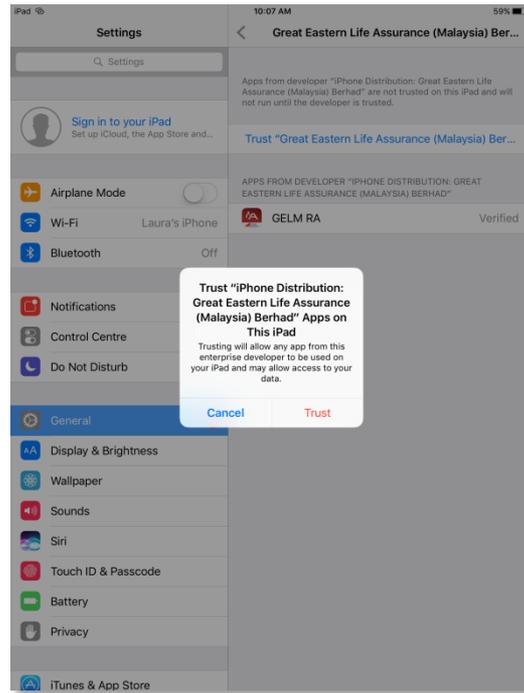
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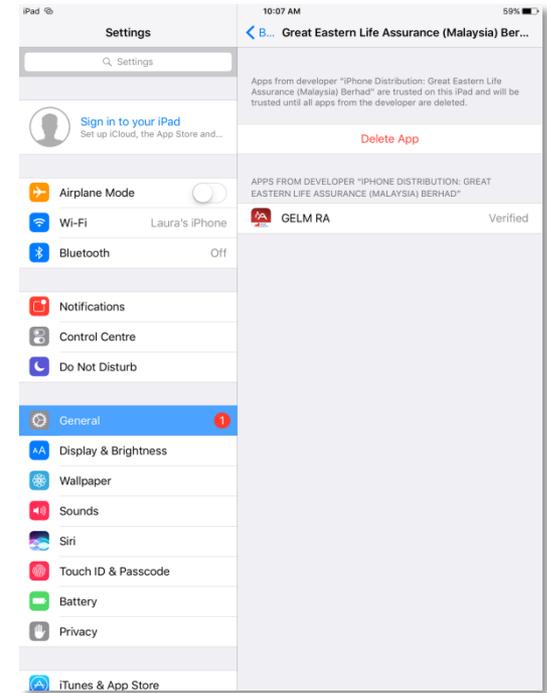
Step 4

> Click "Trust Great Eastern Life Assurance (Malaysia) Berhad"



Step 5

> Click "Trust"



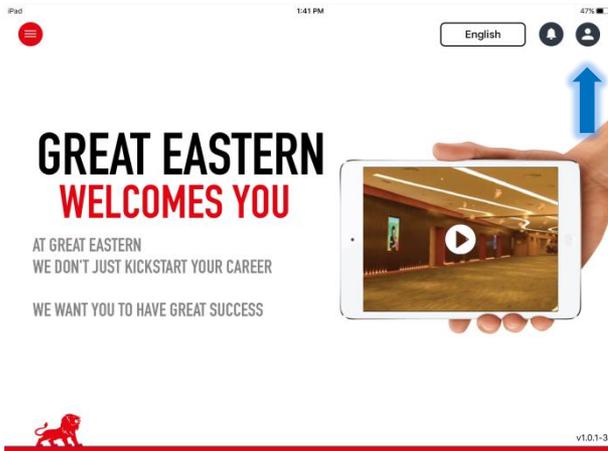
Step 6

> Successfully verified

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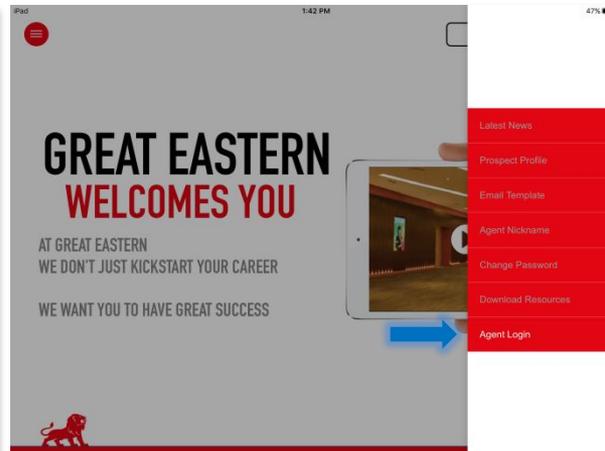
How to activate my RA account? (First-time login)

1. Make sure the iPad is connected to the internet.
2. Enter User ID (Agent ID and ePartner password) at Agent Login tab on right menu and click 'Login'.
3. Click the 'Download Resources' tab on the right menu to download all the resources from Great Eastern into the app.



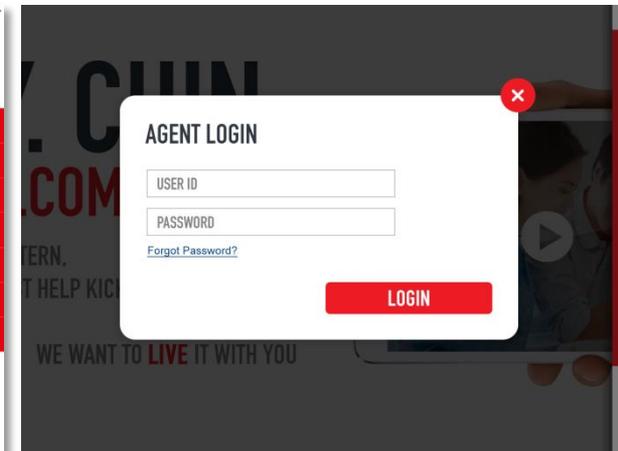
Step 1

> Click to open right menu



Step 2

> Click on 'Agent Login'



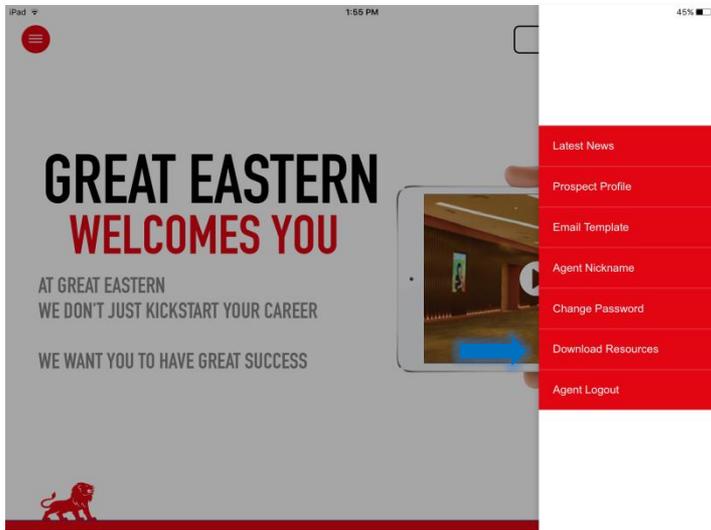
Step 3

> Enter details and click 'Login'

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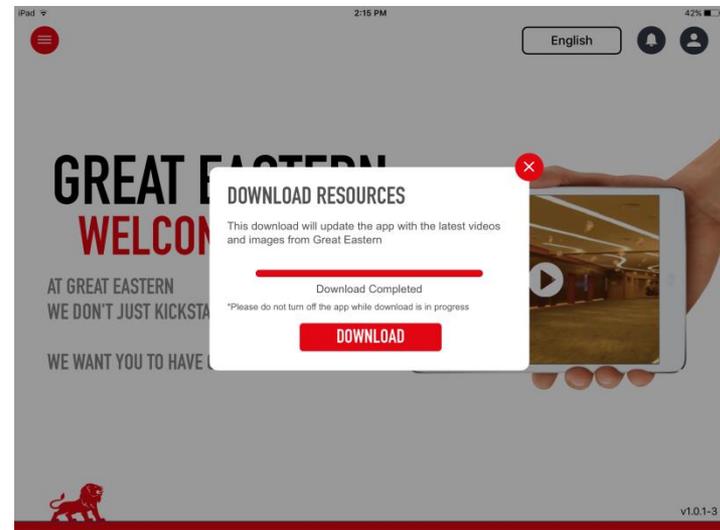
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Step 4

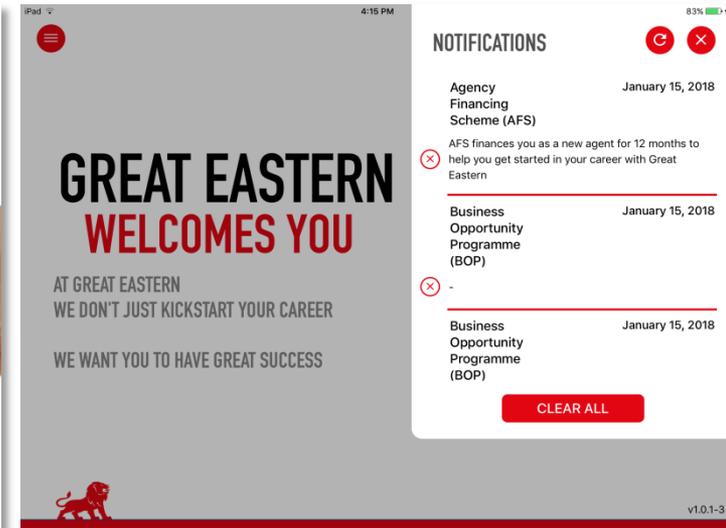
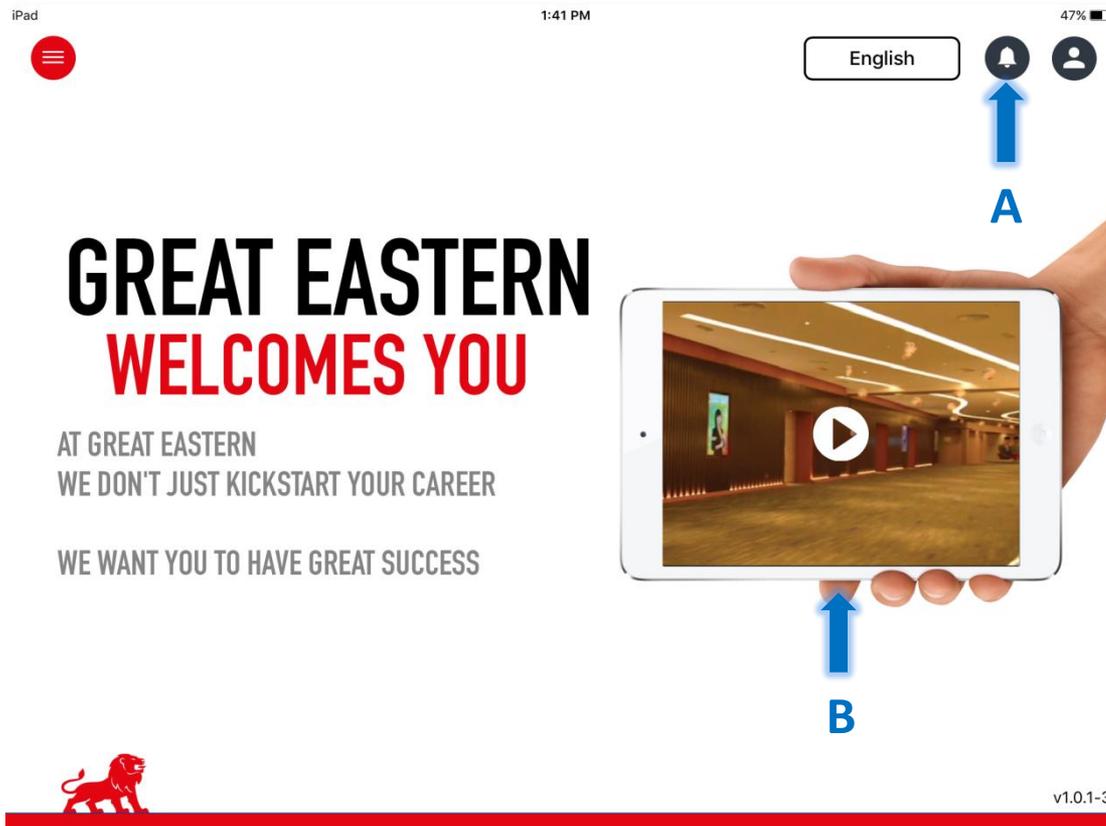
> Click 'Download Resources'



Step 5

> Click 'Download' to update

Welcome Screen (Landing Page)



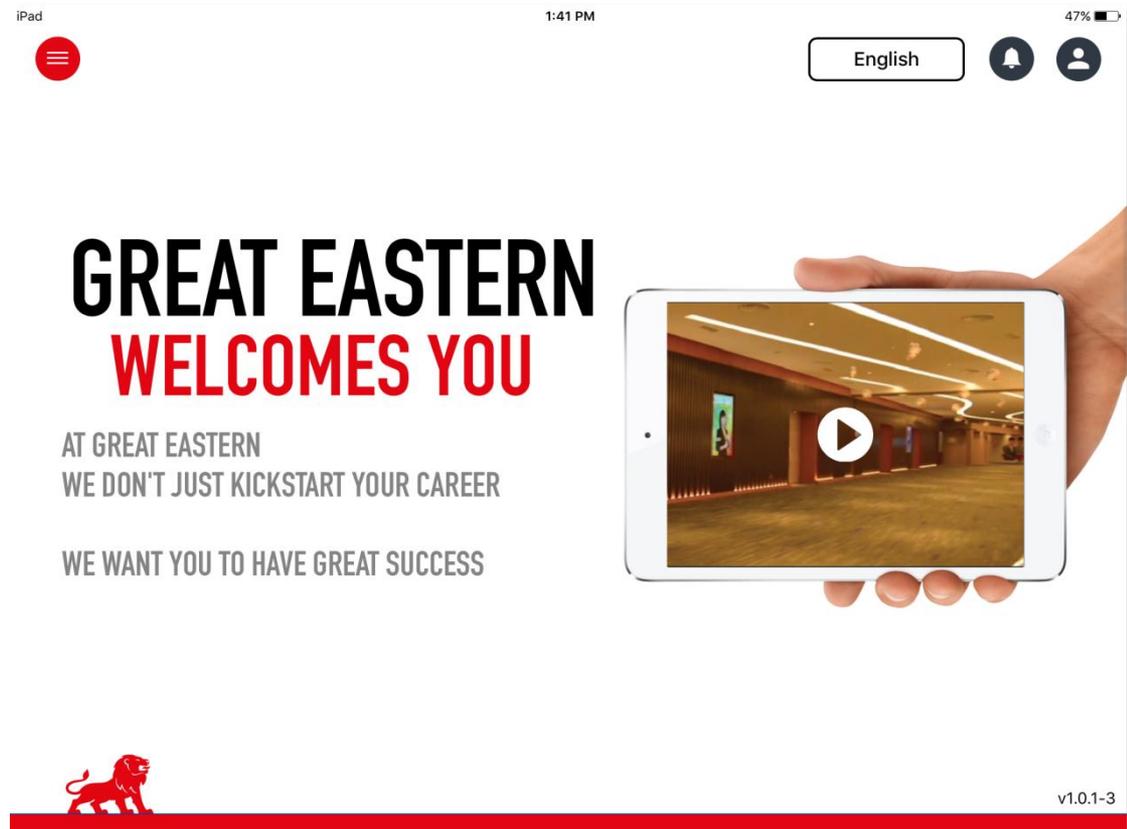
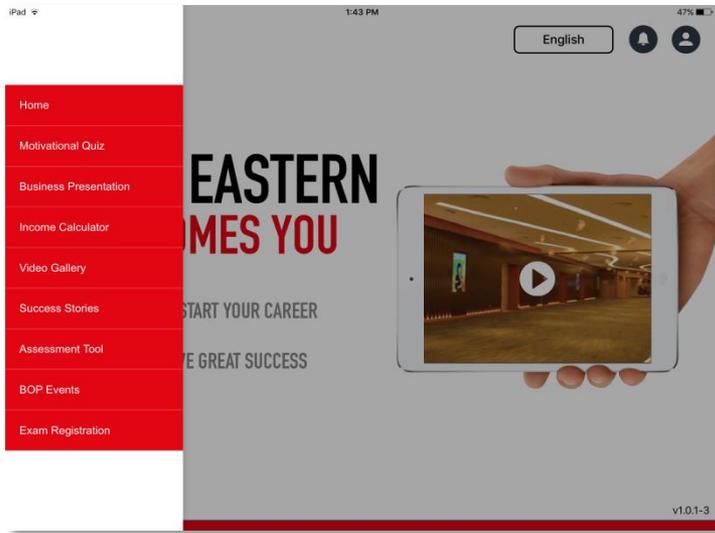
A. Notifications

> Click to find out about the latest updates

B. Landing page video

> Click to play, watch in full screen

Welcome Screen (Landing Page)



Left Menu

> Click to open left menu (fully accessible after login).



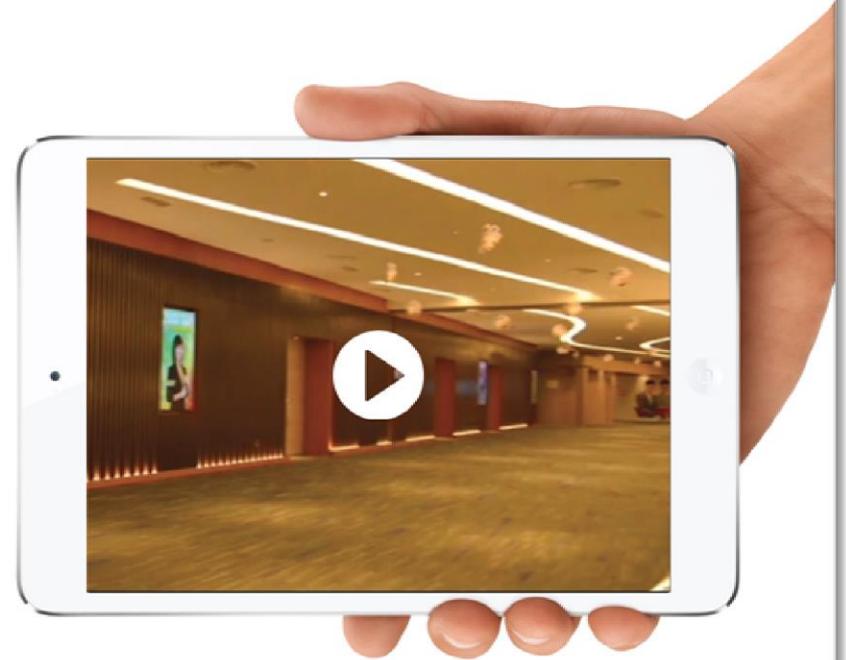
English



GREAT EASTERN WELCOMES YOU

AT GREAT EASTERN
WE DON'T JUST KICKSTART YOUR CAREER

WE WANT YOU TO HAVE GREAT SUCCESS

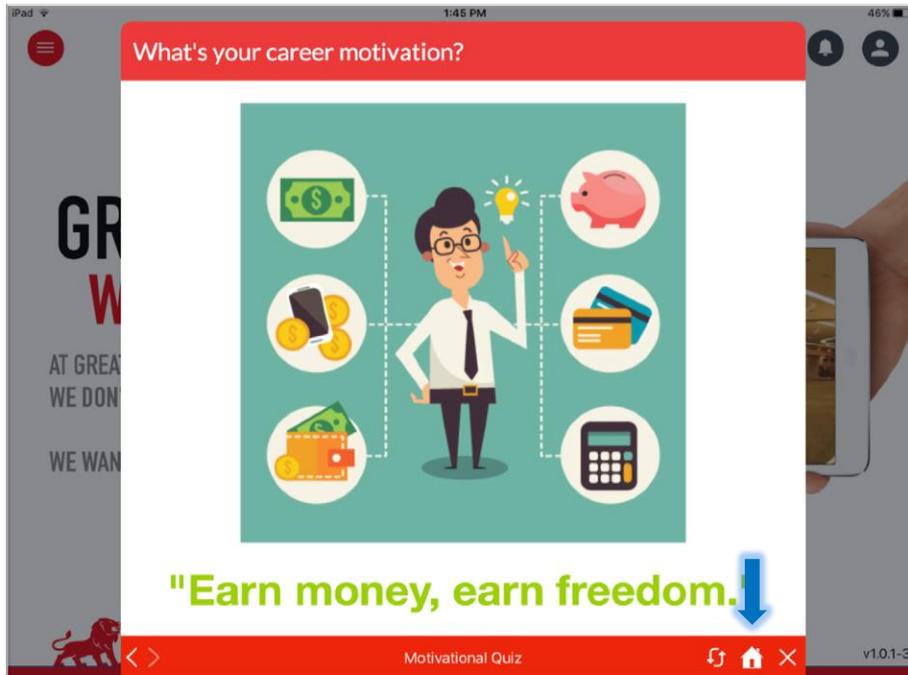
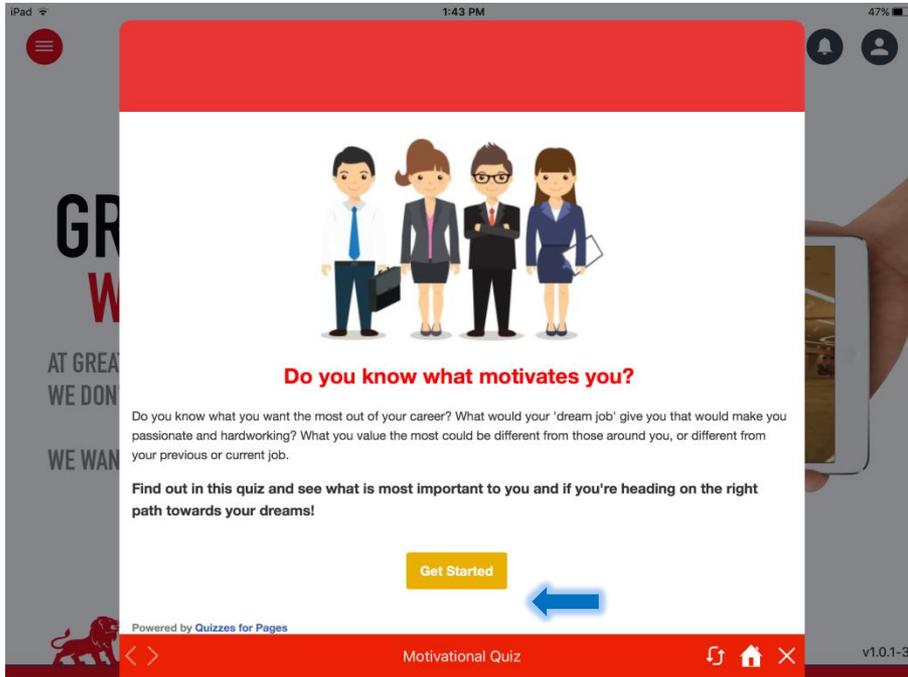


Motivational Quiz

Find out more about what motivates the prospect professionally and use their answers to angle your pitch:

- Time
- Income
- Recognition/Purpose

Even if they agree or disagree, you can use their answers to start a career discussion with them.



> Click 'Get Started'

> Select an answer for each of the questions (Once clicked the page will automatically turn)

> Re-do the quiz again by clicking on the Home icon

* Requires Wi-fi/Data network connection

iPad 10:49 AM 46%

BUSINESS PRESENTATION

ALL SLIDES FAVORITES

Industry

The high potential of the insurance industry

Malaysian adults with **hypertension**



1:3

Malaysians who will develop **cancer** by 75 years old



1:4

Malaysian adults with **diabetes**



1:7

90,000 -100,000 people in Malaysia living with cancer at any one time

Source: National Cancer Society Malaysia & National Health and Morbidity Survey 2011 by Ministry of Health Malaysia



Business Presentation

Convince them on WHY they should join:

- The Insurance Industry – strong potential
- Great Eastern – strong company
- The Agency Force – strong incentives and benefits

Company

Why choose Great Eastern?

RM **884** million

claims paid out in 2016

3 million

policies with Great Eastern

Largest Asset Size in the Industry

Backed by



OCBC Bank

Systems

Why be a Great Eastern Life Insurance Agent?

Convenient and efficient support for you

- e-Partner**
Helps you manage your business anytime, anywhere
- LAMP**
Plan out your training courses entirely online
- MPOS**
A Mobile Point of Sales tool to perform daily sales activity
- Recruitment App**
An interactive tool for you to approach your new prospects



Rewards

Why be a Great Eastern Life Insurance Agent?



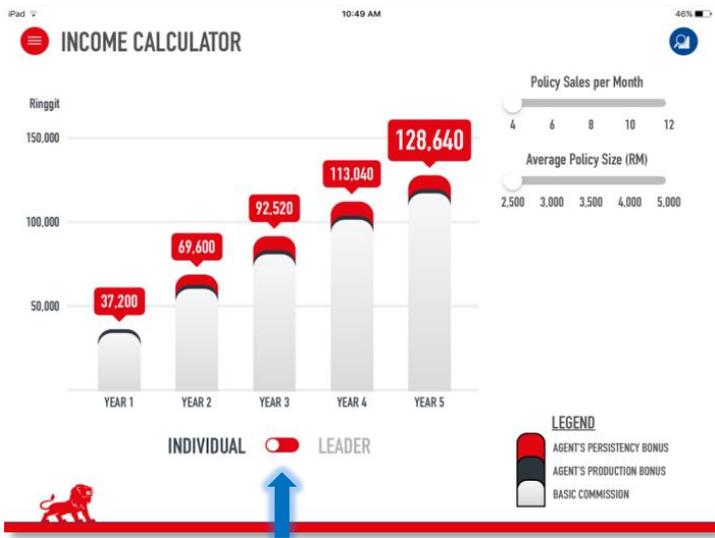
Be recognized and rewarded for your achievements

Rewards



Venture Awards 2017

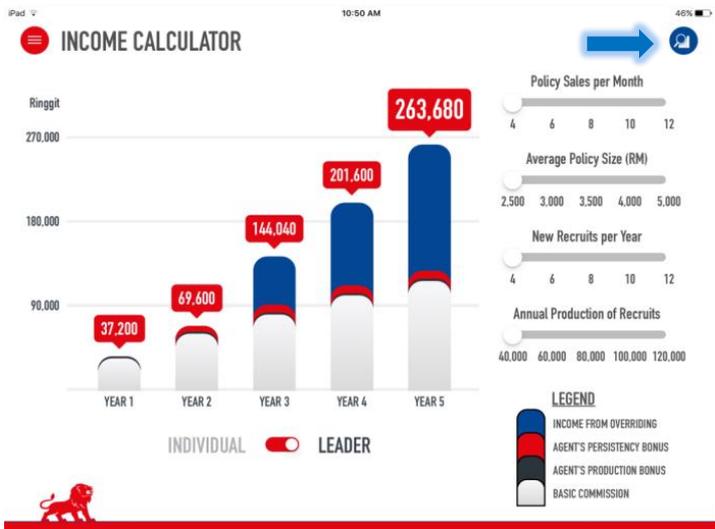
- > Swipe the screen to move to the next slide
- > Click on the **star** on the top right of any slide to add to 'Favorites' tab
- > Click on the '**Favorites**' tab for easy access to the chosen slides



Income Calculator

Project their potential income as an agent or as a leader to help with their expectations (e.g. minimum target of policy sales needed).

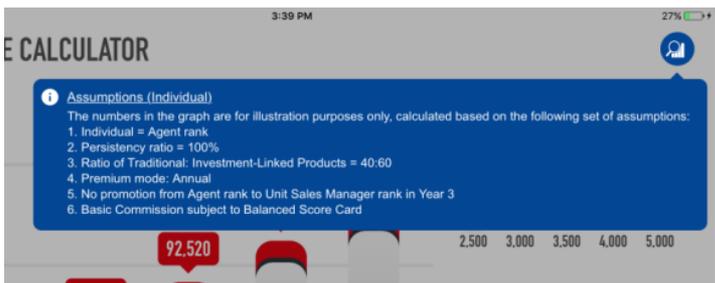
You can compare their potential earning with the average of other corporate careers.

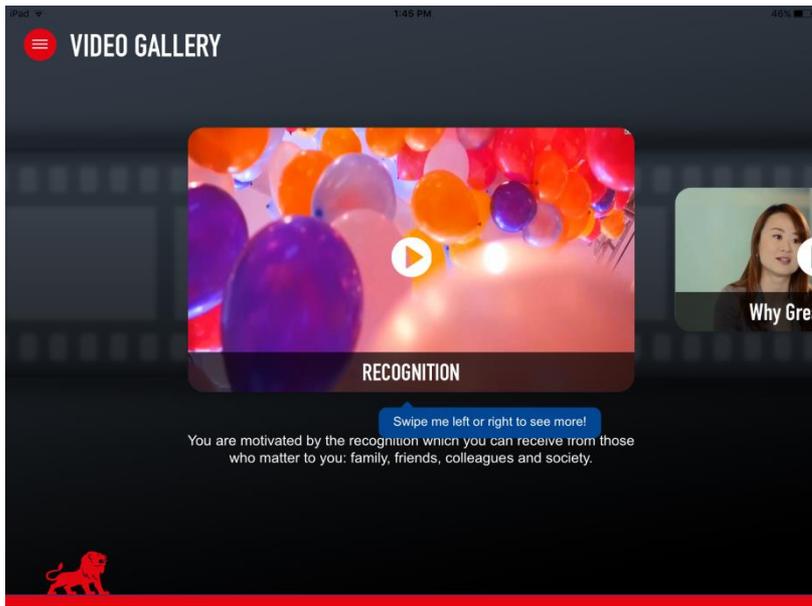


> Move the sliders accordingly for individual agent or leader earnings

> Move the sliders according to the variables available to view earnings from Y1 to Y5

> Click to view assumptions (blue button on the top right)

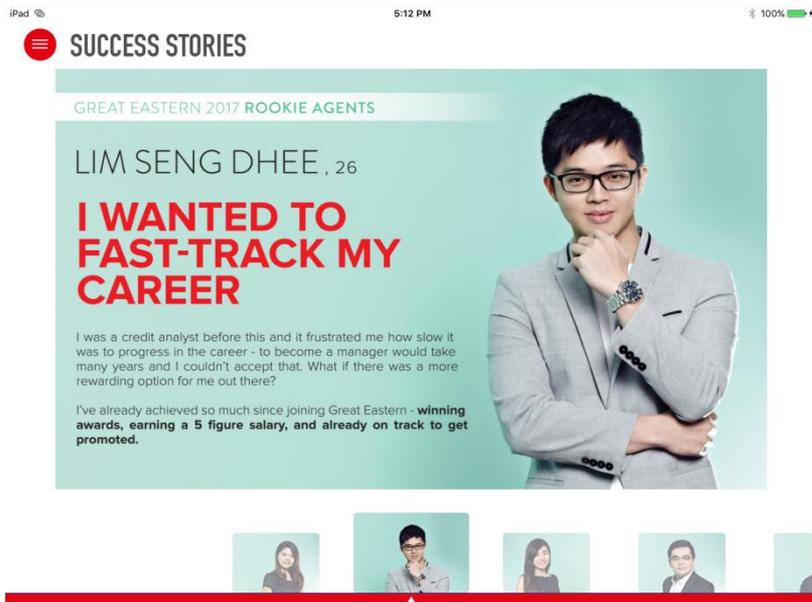




Video Gallery

Help them to identify with other agents in the videos based on their answers from the Motivational Quiz

- > Press the play button to play the video
- > You can view videos in full screen
- > Swipe to the next video

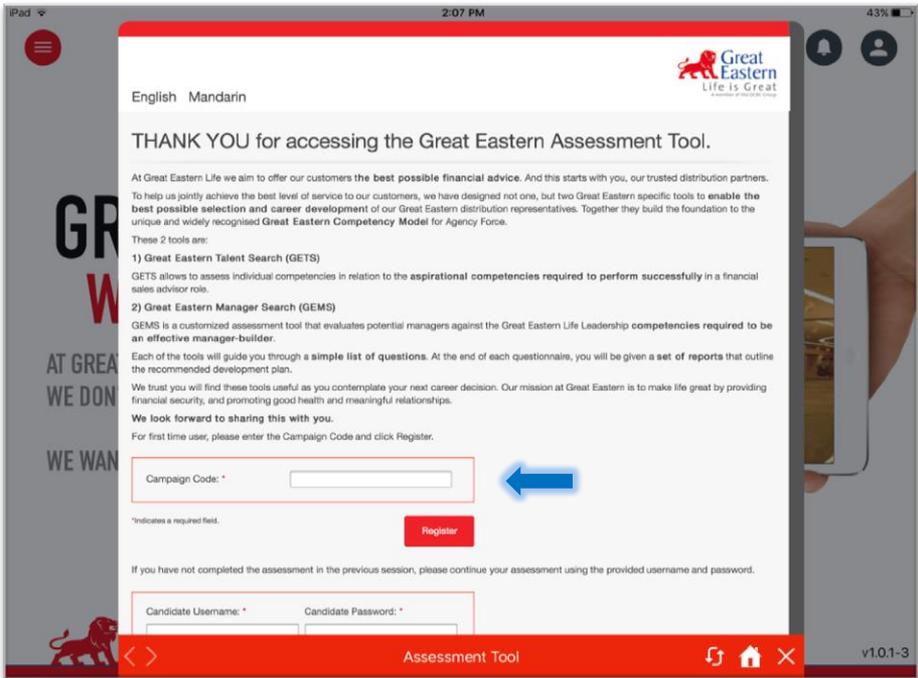


Success Stories

Learn stories from other agents with different or similar background and angle to the prospect.

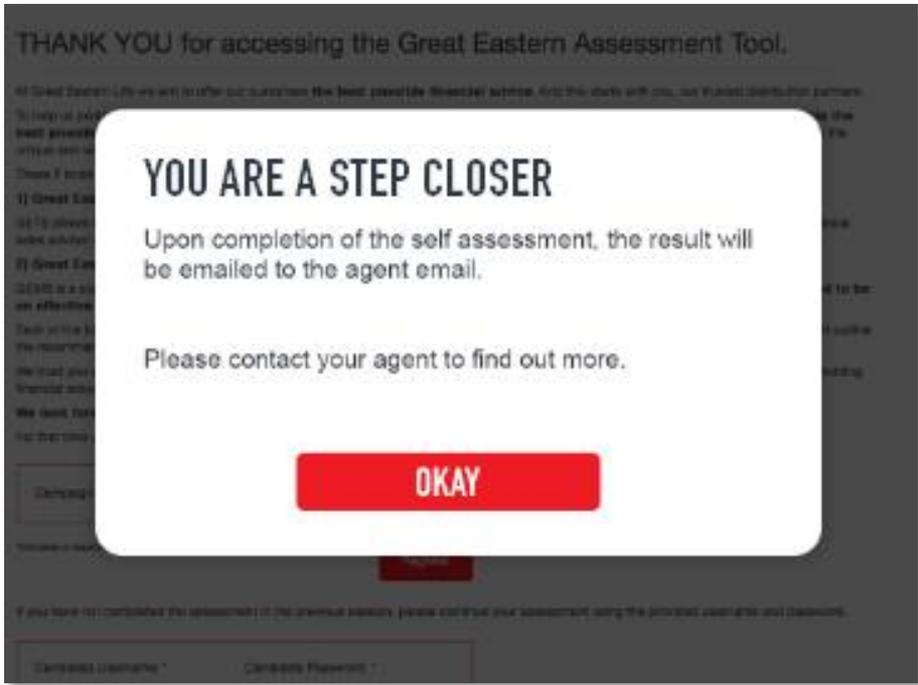
Emphasize the main points of the story e.g. their previous industry, how they've improved since joining, etc.

- > Swipe to the next story



Assessment Tool

The **Great Eastern Assessment Tool** can help them check their career suitability for you to pitch to them based on their strengths and weaknesses. You can reassure with them with training to help them develop the necessary skills.



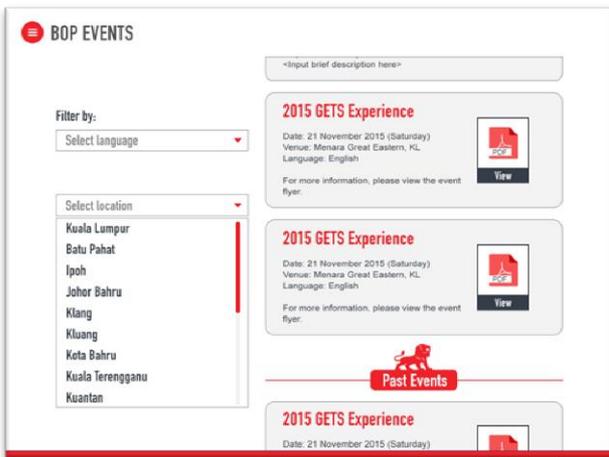
> Input a Campaign Code for the agent to take the quiz

> Once completed, the results will be sent to your agent email

> You can use the iPad 'Mail' app to open the results and discuss with them

* You will need to set-up your email account on your iPad 'Mail' app

* Requires Wi-fi/Data network connection

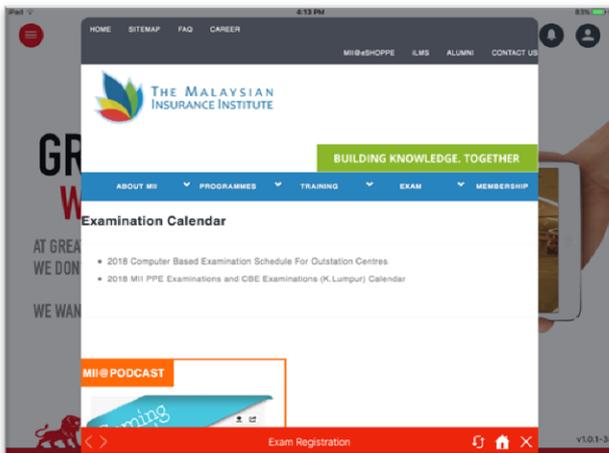
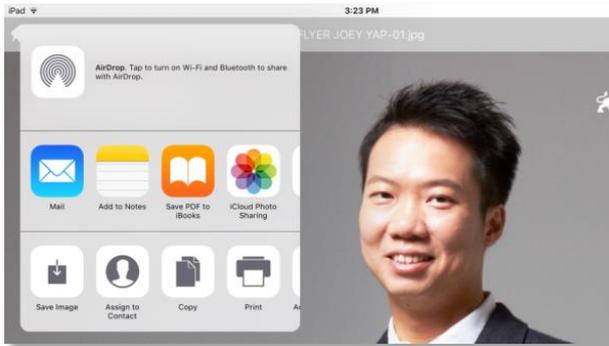


BOP Event

Invite them for the next recruitment event held by Great Eastern to find out more about the career, the industry and meet other agents

> View details and attachments from Past Events and Upcoming Events

> You can share the attachment by clicking the share icon at the top left of the attachment to launch the iPad share functions

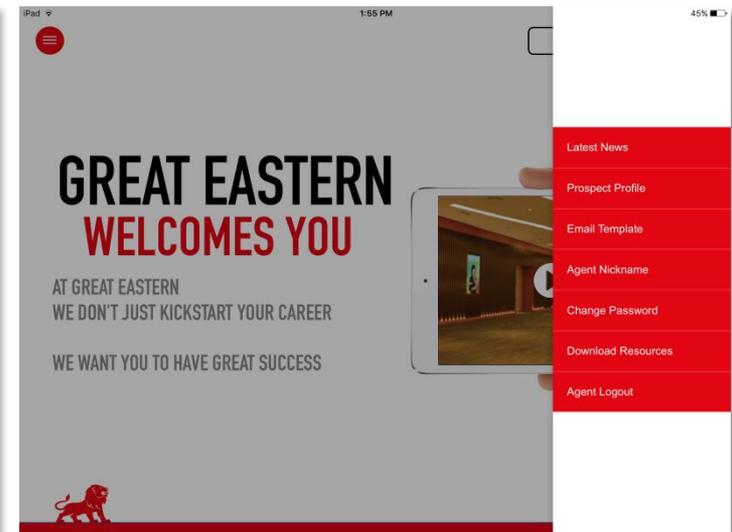
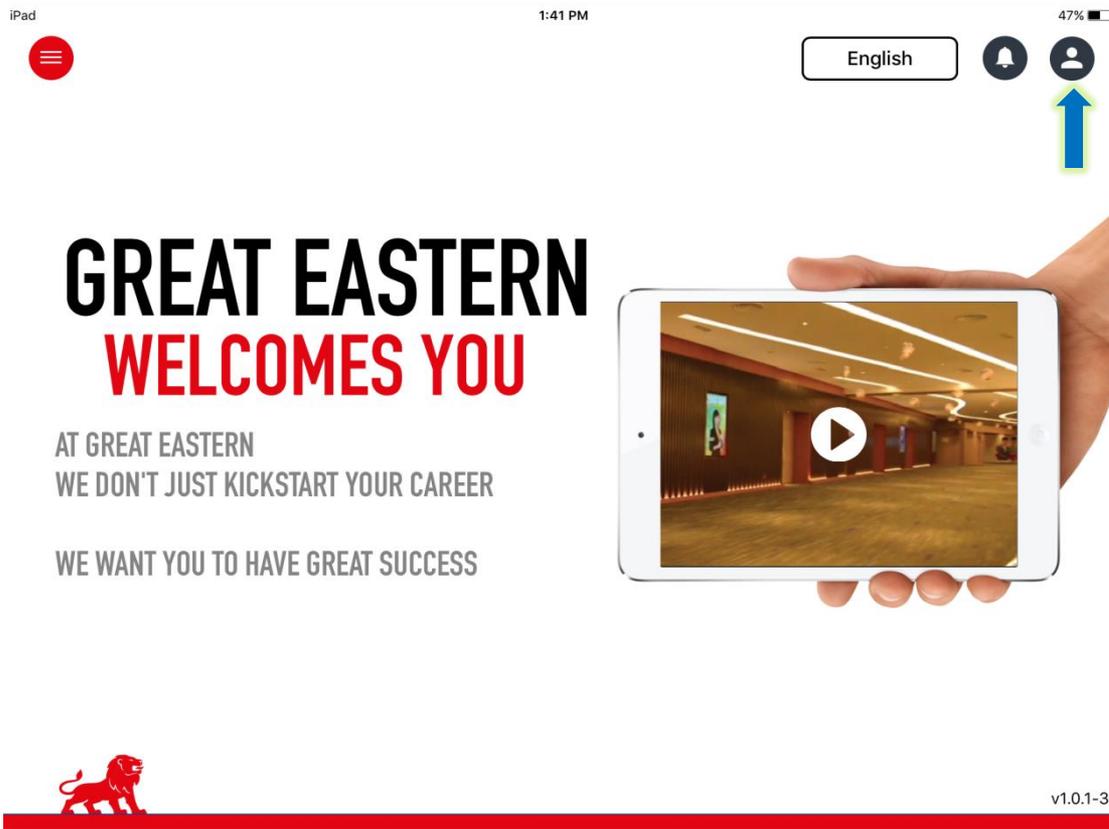


Exam Registration

Your recruits can register early for exam for early certification with The Malaysian Insurance Institute. You can emphasize the professional requirement to have a career as an agent.

* Requires Wi-fi/Data network connection

Welcome Screen (Landing Page)



Right Menu

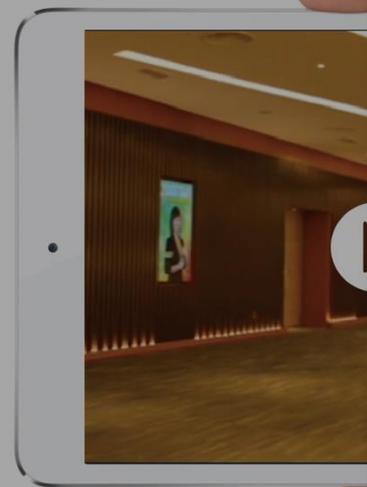
> Click to open left menu (fully accessible after login).



GREAT EASTERN WELCOMES YOU

AT GREAT EASTERN
WE DON'T JUST KICKSTART YOUR CAREER

WE WANT YOU TO HAVE GREAT SUCCESS



Latest News

Prospect Profile

Email Template

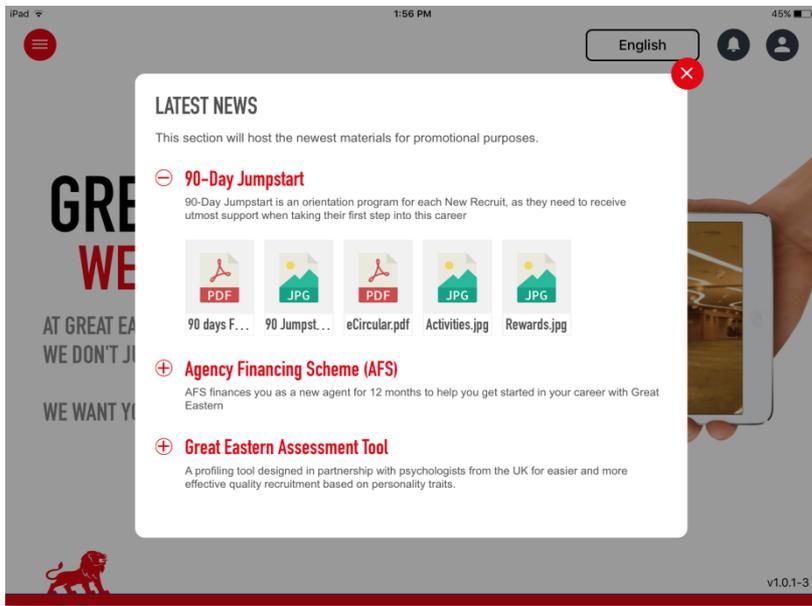
Agent Nickname

Change Password

Download Resources

Agent Logout

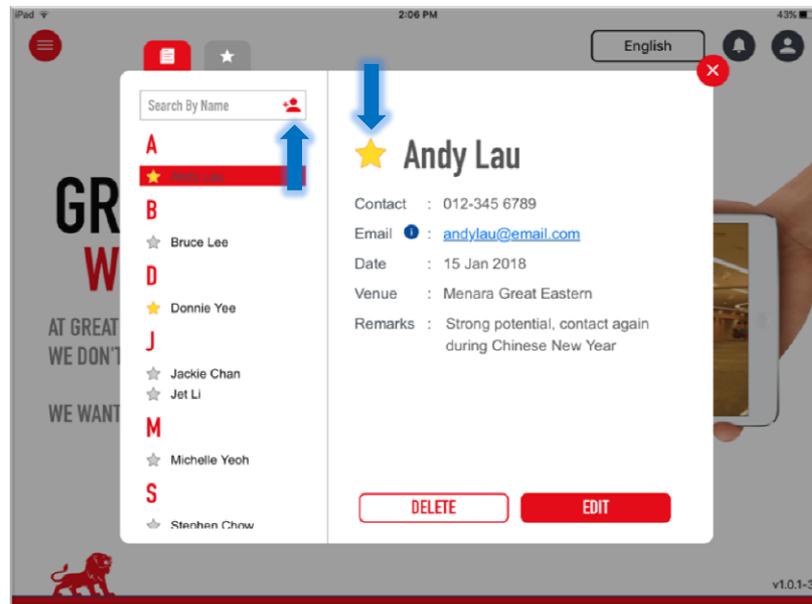




Latest News

Latest updates of our current programmes to recommend to your prospects.

> Click on each PDF or JPG file to access the materials.



Prospect Profile

Keep all your prospective contact's details in one place for convenient and efficient communication.

> Click on the **icon** to add a new prospect

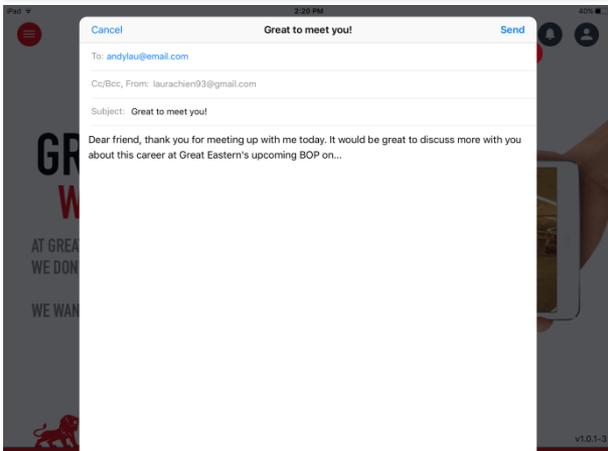
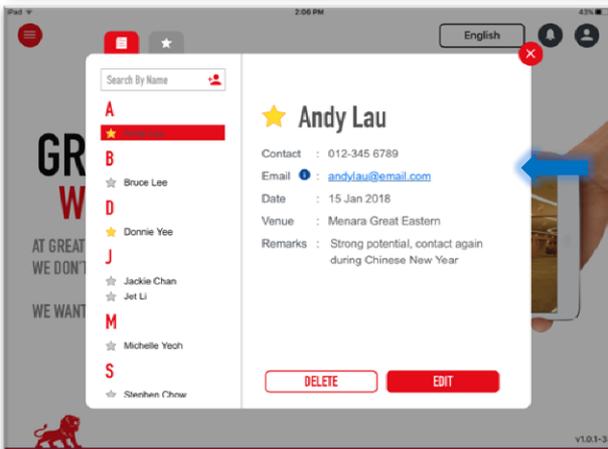
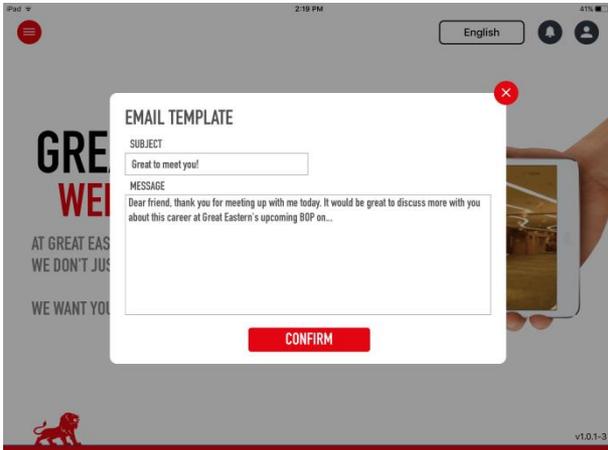
> Enter the prospect's details accordingly

> Click the **star** to add them to your 'favorites' for easy access

Email Template

Use your preferred template for convenient communication to prospects.

- > Edit your 'Subject' and 'Message' accordingly
- > Click 'Confirm' to save the message for your future use
- > To use the saved template, click on the prospect's email address under 'Prospect Profile'
- > Your iPad email window will be automatically opened for you to customize further



* You will need to set-up your email account on your iPad 'Mail' app

Agent Nickname

Personalize your Recruitment App interface on your Welcome Screen.

Change Password

Click the 'Change Password' tab on right menu, or 'Forget Password?' at Agent Login tab on right menu, to proceed to e-Partner for password reset.

Download Resources

You can connect to Wi-Fi or data network and click 'Download Resources' for the most updated version of the app. The large download size of the materials preferably requires a stable Wi-Fi connection.

You can provide your feedback to us by answering this survey at uqr.to/RA-Feedback.

For any questions and additional feedback, please contact us at

GreatSuccess@greateasternlife.com with the title 'Recruitment App Enquiry – [Your name, Agent number]'.