Title : The Future of Retirement (FoR) – The New Old Age

Speaker : Mr Sasitharan Krishnan

Date : October 27, 2007 – A full-day workshop

Venue : Bukit Kiara Equestrian & Country Resort, Kuala Lumpur

INTRODUCTION

The programme is not the about financial planning formulae or the 6 steps for retirement planning, it dwells into understanding "people's" behaviour and emotions, which is the "softer" aspect that planners need to understand and appreciate, to be a better planner.

Engaging with customer's with passion comes with better understanding of their behaviours and emotion, hope the above programme can provide some assistance for FPAM members, as general knowledge or skills enhancement.

OBJECTIVE

To educate the participants on the behavioural aspect of people in Malaysia based on the survey conducted by HSBC with the assistance of University Of Oxford & also to provide better insight on how retirement experience exceeds its expectation.

The seminar will be conducted on an interactive session with the participants, because the findings and analysis will give all participants a fresh insight towards how Malaysian's think pre & post retirement, what are the perception on retirement topic for a country like us, with young population.

ABOUT THE SPEAKER

Mr. Sasitharan Krishnan, LL.B(Hons)(Lond), ChFC, CLU, CFP.

Mr Sasitharan Krishnan, currently the Head of Insurance Services, HSBC Bank Malaysia Bhd and also the appointed coordinator/speaker for HSBC's Global project on The Future of Retirement. He has facilitated CFP programmes in Malaysia and also spoken at many events on retirement planning, estate planning, insurance planning & financial planning in Malaysia and other Asian countries. He has also appeared on national TV (RTM) talk show on retirement planning as a panel member and in FPAM's 4E Journal as a round table forum speaker. His experience in developing financial planning services has given him a good insight on the "need of a planner" in the area of development of their skills and knowledge. He has also worked for many other financial services provider on financial planning related projects to develop retirement planning proposition. His experience as a Sales Training Specialist enables him to relate financial planning approach from a sales perspective.

Sasitharan graduated with Bachelor of Laws from University of London and pursued his post graduate qualification in the area of financial planning and holds the following professional qualification, Chartered Financial Consultant, Chartered Life Underwriter & Certified Financial Planner.