

Subject:  
**CPD Webinars in January and February 2022**

Dear **Members**

We are pleased to inform you of the CPD webinars organized by CIB for January and February 2022.

Date and Time	Course Title and Speaker	IA CPD Hours
26 January 2022 (Wed) 4:00pm – 6:00pm <i>Deadline: 20 Jan 2022</i>	<b>Interpersonal Skills and Managing Difficult people</b> 人際交往技巧、管理麻煩的人 Ms. Susan Ng	2
23 February 2022 (Wed) 4:00pm – 6:00pm <i>Deadline: 17 Feb 2022</i>	<b>Achieving WIN-WIN Management by DISC Personality Assessment</b> 透過 DISC 性格評估達至雙贏的管理 Mr. Franky Yeung	2

**Language:** Cantonese  
**Enrolment Fee:** CIB Member - HK\$400/course; non-Member – HK\$500/course

The above webinars will be delivered via Zoom Cloud Meeting and you will require to have:

a computer either desktop or laptop, Windows/Mac, or a tablet with camera, microphone and speaker for joining the session and a stable internet connection.

Please refer to the attachment for course details and speaker's profile.

After successfully enrolling for the course, we will send you the hyperlink for joining the webinar together with the registration confirmation slip. We look forward to your keen participation.

Kind Regards

Tommy Chan  
Secretary General  
**The Hong Kong Confederation of Insurance Brokers**

Encl.



Subject:

**CPD Webinars in January and February 2022**

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**23 February 2022 (Wednesday)**

**4:00pm – 6:00pm**

**Achieving WIN-WIN Management by DISC Personality Assessment**

透過 DISC 性格評估達至雙贏的管理

Course Outline

Everyone has his/her unique character and quality that influences his/own own thinking, preference and behaviour. DISC, which stands for Dominant, Influencing, Steady and Compliant, is a renowned Personality System or behavioural model which examines the behaviour of individuals in their environment or within a specific situation. Through identifying the drivers and motivators of each style, we learn how to motivate different people and also better understand ourselves. In this talk, the following topics will be introduced:

- Who are we – understand ourselves through DISC Personality Assessment Tool
- Familiar with inner feeling and work behavior of various people
- Establish mutual trust and interpersonal relationship with unique teammates
- Enhance motivation and teamwork among different team members

Speaker

**Mr. Franky Yeung**

**Mr. Franky Yeung** obtained his BBA (HRM) from Hong Kong Baptist University and MSc in Counseling from University of South Australia. He is a certified Practitioner of Neuro-Linguistic Programming (NLP), Global Career Development Facilitator (GCDF) and Behavioral Consultant of DISC. He is a member of Hong Kong Professional Counseling Association (HKPCA), Hong Kong Mediation Centre (HKMC) and Hong Kong International Coaching Community (HKICC).

With over 20 years of people-oriented working experience in both commercial and public sectors, Franky's core areas of expertise include Course Development and Management, Talent Development and Staff Training, Career Counseling and Coaching, Corporate Consultancy, Employees Relations and Motivation, Executive Search and Recruitment, Project Management, Quality Assurance as well as Corporate Services. He also possesses extensive tertiary teaching experience from different universities and colleges in Hong Kong and Macau. Over 10,000 participants have attended his courses so far.

**Enrolment Form**

<b>Course:</b>	<b>Achieving WIN-WIN Management by DISC Personality Assessment</b> 透過 DISC 性格評估達至雙贏的管理
<b>Date:</b>	<b>23 February 2022 (Wednesday)</b>
<b>Time:</b>	<b>4:00pm – 6:00pm</b>
<b>Code:</b>	<b>2302 (HKMA)</b>
<b>Language:</b>	<b>Cantonese</b>

Please send your completed Enrolment Form with the cheque payment to:

**The Hong Kong Confederation of Insurance Brokers**  
**Room 1504, Tai Tung Building, 8 Fleming Road, Wanchai, Hong Kong**

Company Name	CIB Mem. No. /HKMA No.
Contact Person	Contact No.
Email contact	Fax No.

Please enrol the following persons for this seminar:

(as shown on the HKID card)		Email contact	Mobile contact	IA Licence No.
Surname	Other Name			
<b>No. of person(s) ___</b>	<b>x \$400*</b>	Total Fees: \$ _____	Cheque payable to:	
<b>No. of person(s) ___</b>	<b>x \$500**</b>	Cheque No.: _____	<b>The Hong Kong Confederation of Insurance Brokers</b>	

\*CIB/HKMA member \*\*non-member

**Declaration**

- We have read and will observe the "Rules Governing CIB Seminars".
- We understand that:
  - Enrolment will be accepted on a first-come-first-served basis.
  - Enrolment without payment will not be entertained.
  - Enrolment fee is non-refundable and transferable to another course.
  - Official receipt will be issued only upon request in writing within one month after the seminar.
  - HK\$100 surcharge per person applied for enrolment or substitution after deadline.
  - Certificate of attendance will only be issued upon clearance of payment.

**Bad Weather Arrangement**

In the event of cancellation due to bad weather, the seminar will be either re-scheduled or registrations may be transferred to other CIB CPD seminars of same fee level. Notice of rescheduling will be issued as soon as practicable.

_____ Signature  _____ Date	<b>Office Use Only</b>	
	Cheque No.	
	Verified By	
	Payment Cleared	