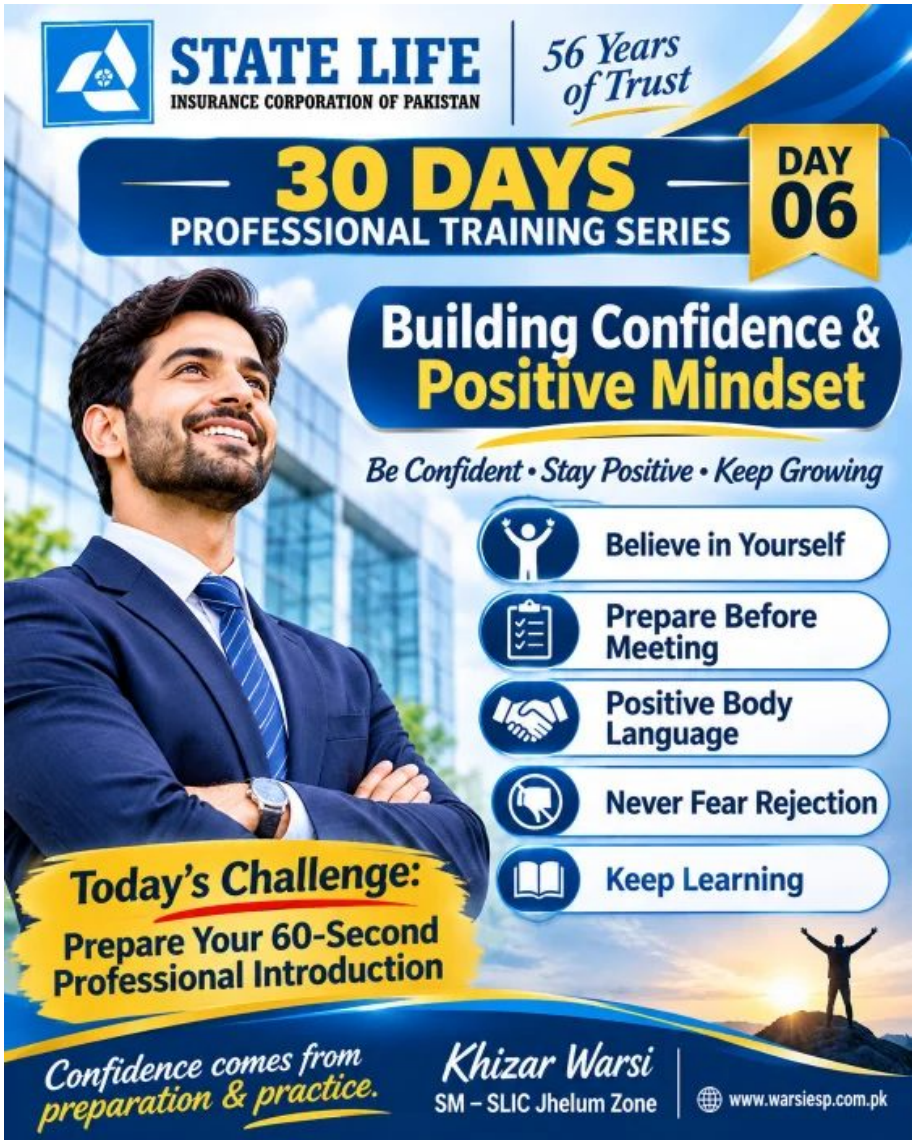
DAY 06 Monday, 16 Nov 2026

Building Confidence & Positive Mindset - Developing a Professional Financial Advisor



Key points

1. Self Confidence
2. Positive Mindset
3. Professional Communication
4. Meeting Preparation
5. Positive Body Language
6. Handling Rejection
7. Continuous Learning

DAY 06: BUILDING CONFIDENCE & POSITIVE MINDSET

Introduction

Self-confidence is an important quality for a Professional Financial Advisor. Product knowledge becomes more effective when supported by preparation, communication skills and a positive attitude.

1. Believe in Yourself: Develop confidence in your ability to learn and communicate professionally.
2. Prepare Before Meeting: Understand the meeting purpose and prepare accurate information.
3. Positive Body Language: Maintain a polite expression, appropriate eye contact and professional posture.
4. Never Fear Rejection: Respect the customer's decision and treat rejection as an opportunity to learn.
5. Keep Learning: Improve communication, product knowledge and presentation skills continuously.

Practical Example

Introduce yourself politely, explain your professional association with State Life and ask permission before beginning a conversation about financial protection.

Today's Assignment

1. Prepare a 60-second professional introduction.
2. Practise it three times in front of a mirror.
3. Conduct a customer meeting role-play with a colleague.
4. Identify one weakness in your communication and improve it.

Key Learning: Confidence comes from preparation, practice and continuous learning.

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