



A B G

ANNUAL BP GATHERING

Bali, 17 - 20 May 2022

Theme:

GRAND REPROGRAMMING

ANNUAL BP GATHERING / ABG 2022		
BALI, 17-20 MEI 2022		
TIME	SUBJECT	PIC
8.00 -9.00 WITA	WELCOME SPEECH	MAYA SUCHYAR
	PRAY	A.SALAM MUHAMMADONG
	INDONESIARAYA SONG	IRIANTI
	ALLIANZ SONG	
	ABM SONG	
	VISION	WINARNI
	MISION	HAFNI ERY
	CORE VALUE	DEBBIE
	ETOS KERJA	ALI HASAN
9.00 -09.30	PROFESI NOLONG	MAYA SUCHYAR
09.30 -12.00	GRAND REPROGRAMMING	BASUKI HARIJADI
12.00-13.00	ISOMA	ALL PARTICIPANTS
13.00-14.30	GRAND REPROGRAMMING	BASUKI HARIJADI
14.30 - 15.00	REWARDING	TASLIATY
	ALP BY GROUP 1,2,3	
	ALP BY AGENCY 1,2,3	
	ALP BY UNIT 1,2,3	
	BILLION UNIT	LENI ONG
	MDIT	DINA F
	MDRT	NI MADE WIDIARI
15.00 - 15.30	CLOSING REMARKS	MAYA SUCHYAR
	PHOTO GROUP	
15.30 - 16.00	INTERNALISASI RESOLUSI 2022	BASUKI HARIJADI
16.00 - 17.00	RESOLUSI 2022 OUT DOOR DIATAS VW	MAYA SUCHYAR

DOA

Ya Tuhan...

Kami panjatkan puji syukur dan terimakasih karena atas izin MU lah kami ABM dapat berkumpul disini di Bali dalam keadaan sehat walafiat untuk melaksanakan Annual BP Gathering.

Ya Tuhan

Mohon Bimbing kami agar acara ABG dapat berjalan lancar dan sepulang dari Annual BP Gathering ini kami dapat lebih semangat dalam mencapai GOAL , mengukir prestasi tahun 2022 . Kami dapat lebih kompak ,harmonis,solid dan produktif

Ya Tuhan

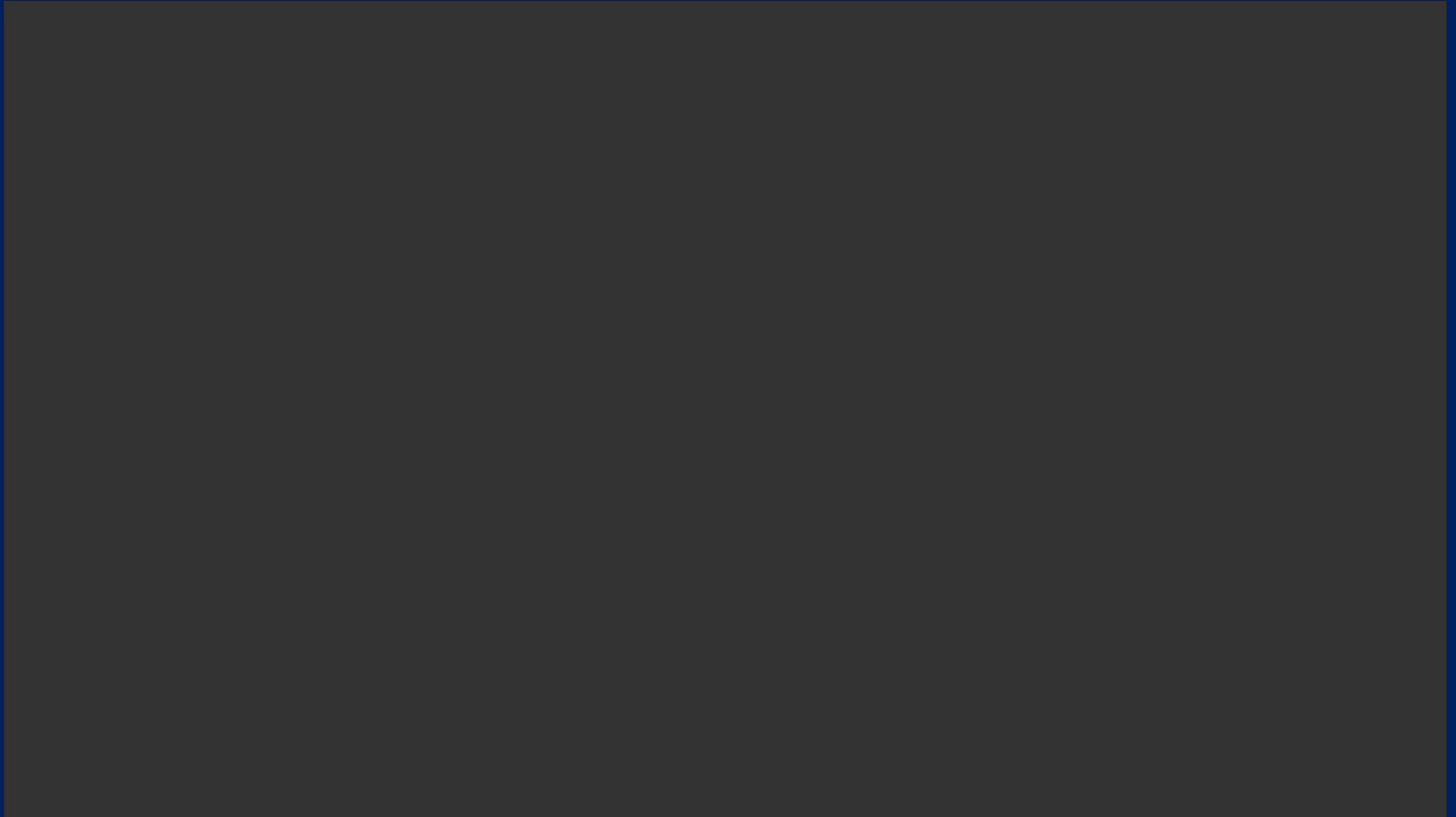
Mohon Lindungi kami agar selama berada di sini selalu sehat dan tanpa halangan apapun, sampai kami Kembali ke kota kami masing-masing dalam keadaan sehat sejahtera sehingga kami dapat focus bekeja untuk mewujudkan cita cita kami di tahun 2022, Ya Tuhan..lindungi kami, Keluarga kami, Bangsa kami dan Masyarakat seluruh dunia dari bahaya virus corona, Amin

Ya Tuhan

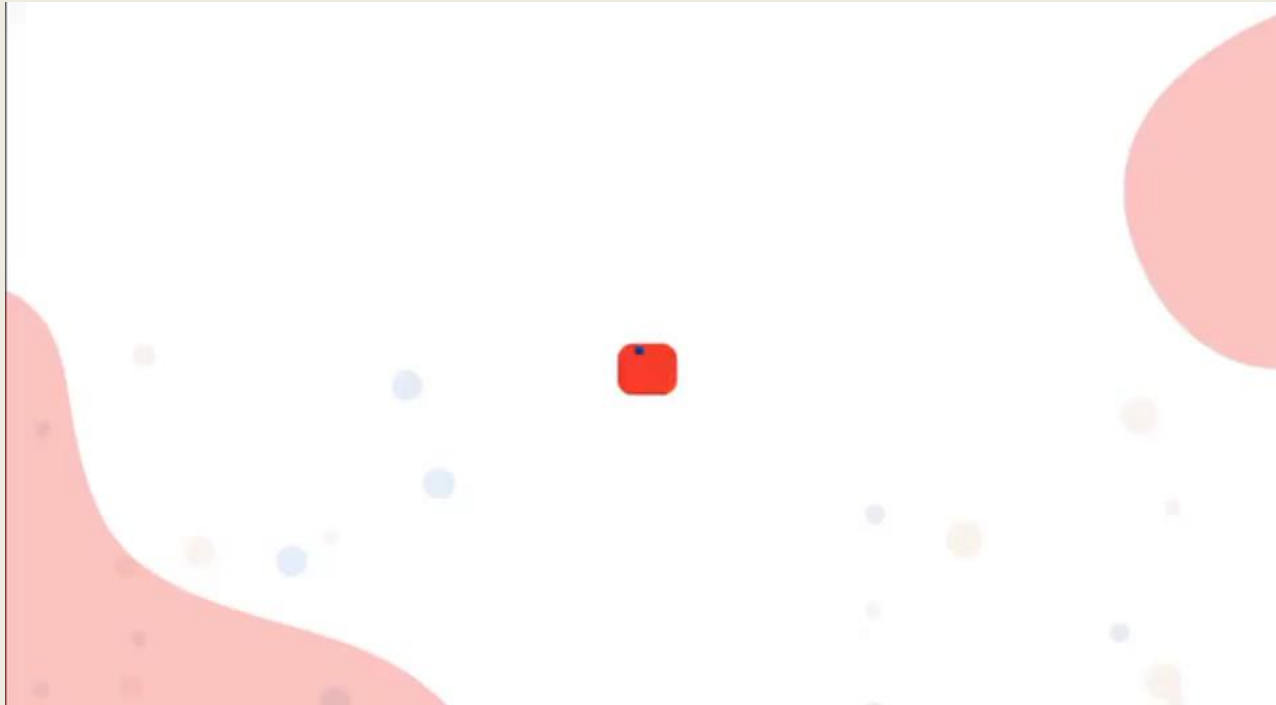
Mohon kabulkan doa-doa kami

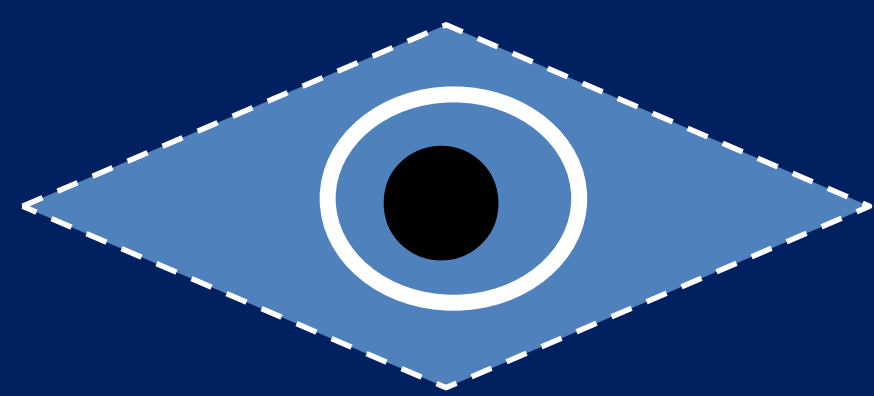
INDONESIA RAYA

ALLIANZ SONG



ABM SONG





Visi

Agency yang mencetak banyak MDIT,MDRT, Man Power berkualitas untuk meraih Sustainable high Income, dengan mengedepankan integritas

MISI

- Fokus Membangun bisnis di Allianz untuk mewujudkan:
 - Percepatan Income
 - Sustainable Income
 - Legacy Income
- Menjalankan 7 Pilar BDS (Business Development System)
- Merekrut Gen Y & menjadikan mereka MDIT
- Memberikan pelayanan prima kepada nasabah untuk memelihara quality business, high persistency, dan sustainable sumber prospek dan rekrut

CORE VALUE

Commitment :

- ☐ Commit dalam pencapaian GOAL dan Commit dalam mengembangkan Bisnis

Competitive Spirit :

- ☐ Semangat berkompetisi untuk mencapai hasil terbaik

Respect :

- ☐ Saling menghargai
- ☐ Saling memotivasi
- ☐ Saling membantu

Trust :

- ☐ Transparan, Saling Jujur, Saling percaya

Self Development :

- ☐ Terbuka menerima masukan dan terus belajar untuk pengembangan diri & Team

Customer Focus :

- ☐ Selalu memberikan pelayanan terbaik kepada Nasabah

ETOS KERJA ABM

- Kerja adalah Ibadah
- Kerja adalah aktualisasi diri
- Kerja adalah tanggung jawab
- Kerja adalah pencapaian cita – cita
- Kerja adalah kesejahteraan
- Kerja adalah membantu orang banyak
- Kerja di Allianz adalah Anugrah

Saya MDIT,Saya MDIT,Saya MDIT...



WELCOME SPEECH & PROFESI NOLONG



BY
MAYA SUCHYAR

N ETWORK MUST BE SUISTAINABLE

O BJECTIVE MUST BE CLEAR AND BIG

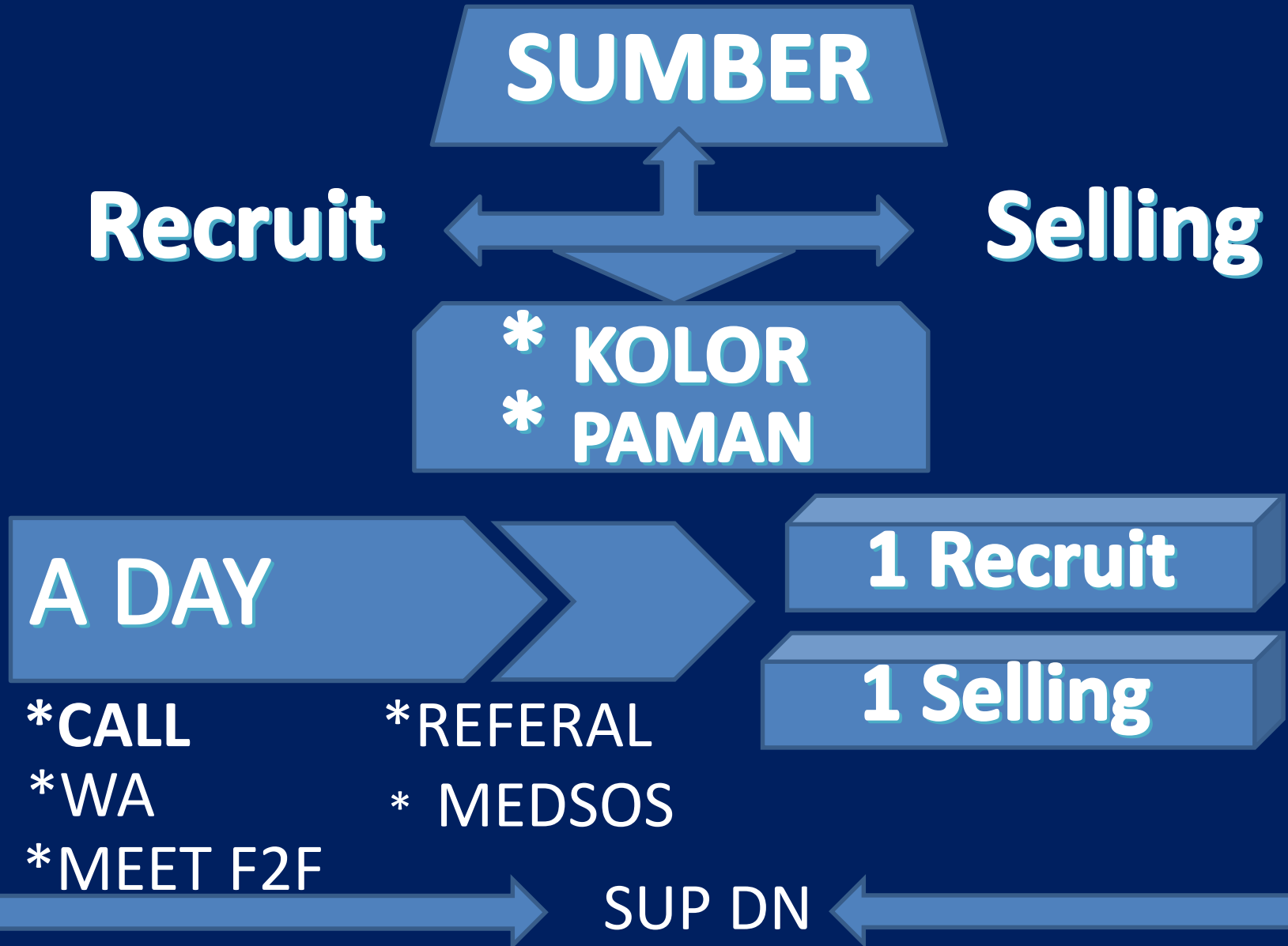
L EARNING CONTINUOUSLY IS A MUST

O RGANIZE YOUR BUSINESS

N EW TECHNOLOGY ORIENTED

G O EXTRA MILE AND THINK OUT OF THE BOX

NETWORK MUST BE SUSTAINABLE



MENCARI MITRA BISNIS

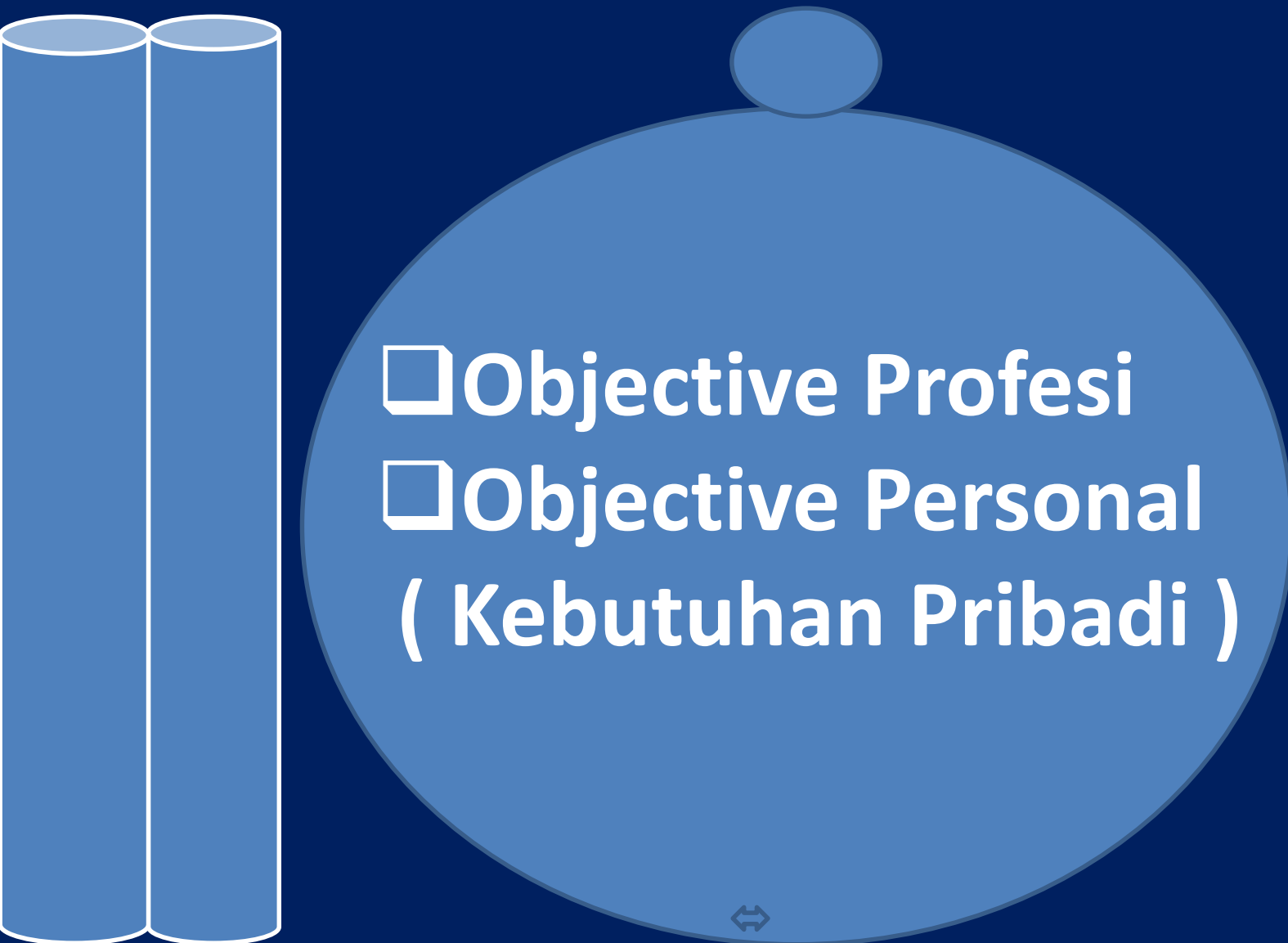
Keluarga dan Saudara
Orang dekat
Lingkungan
Organisasi
Referensi



Profil bagus
Ada impian / Goal
Mau diajar dan belajar
Ada tindakan
Network ada



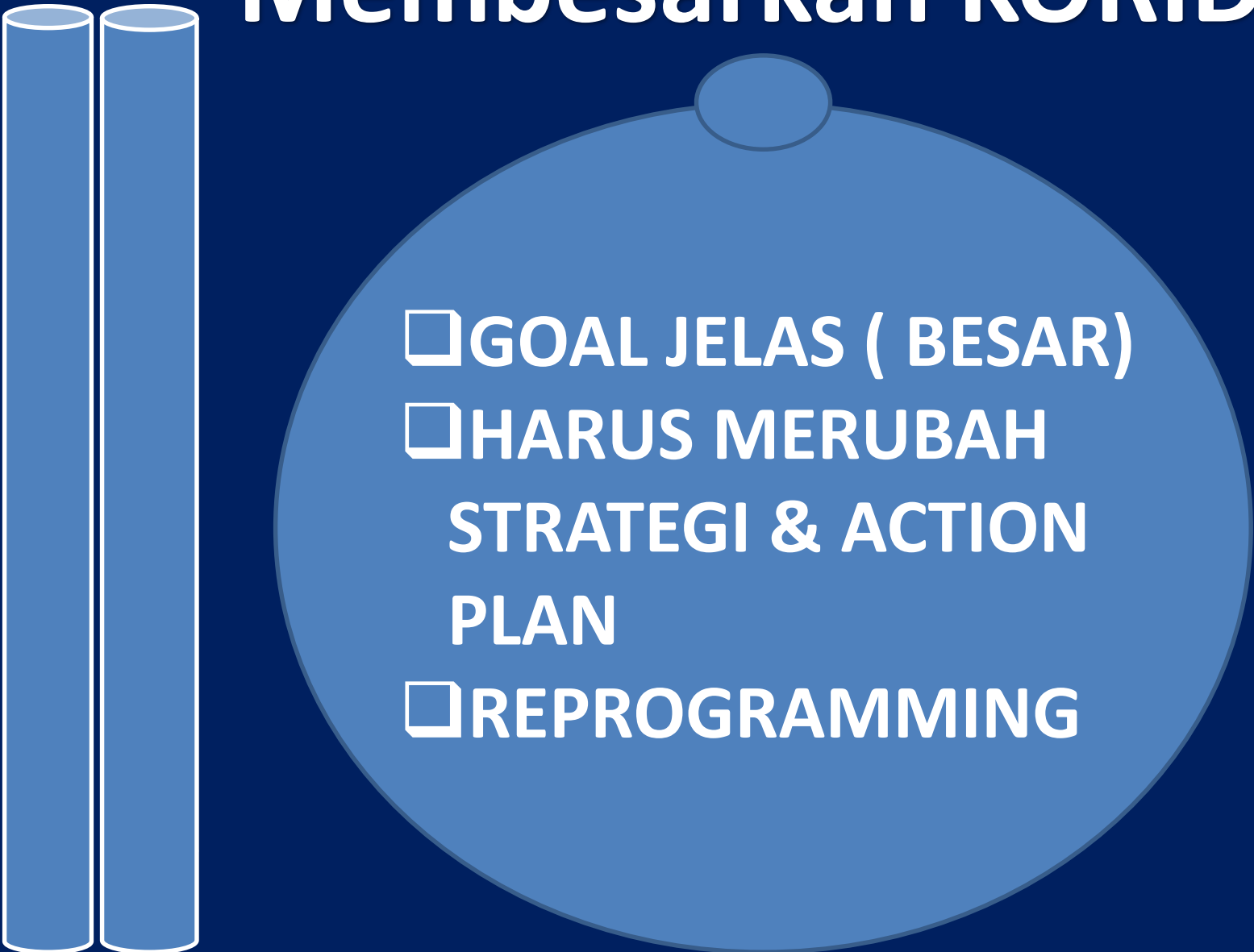
Objective must be Clear & Big

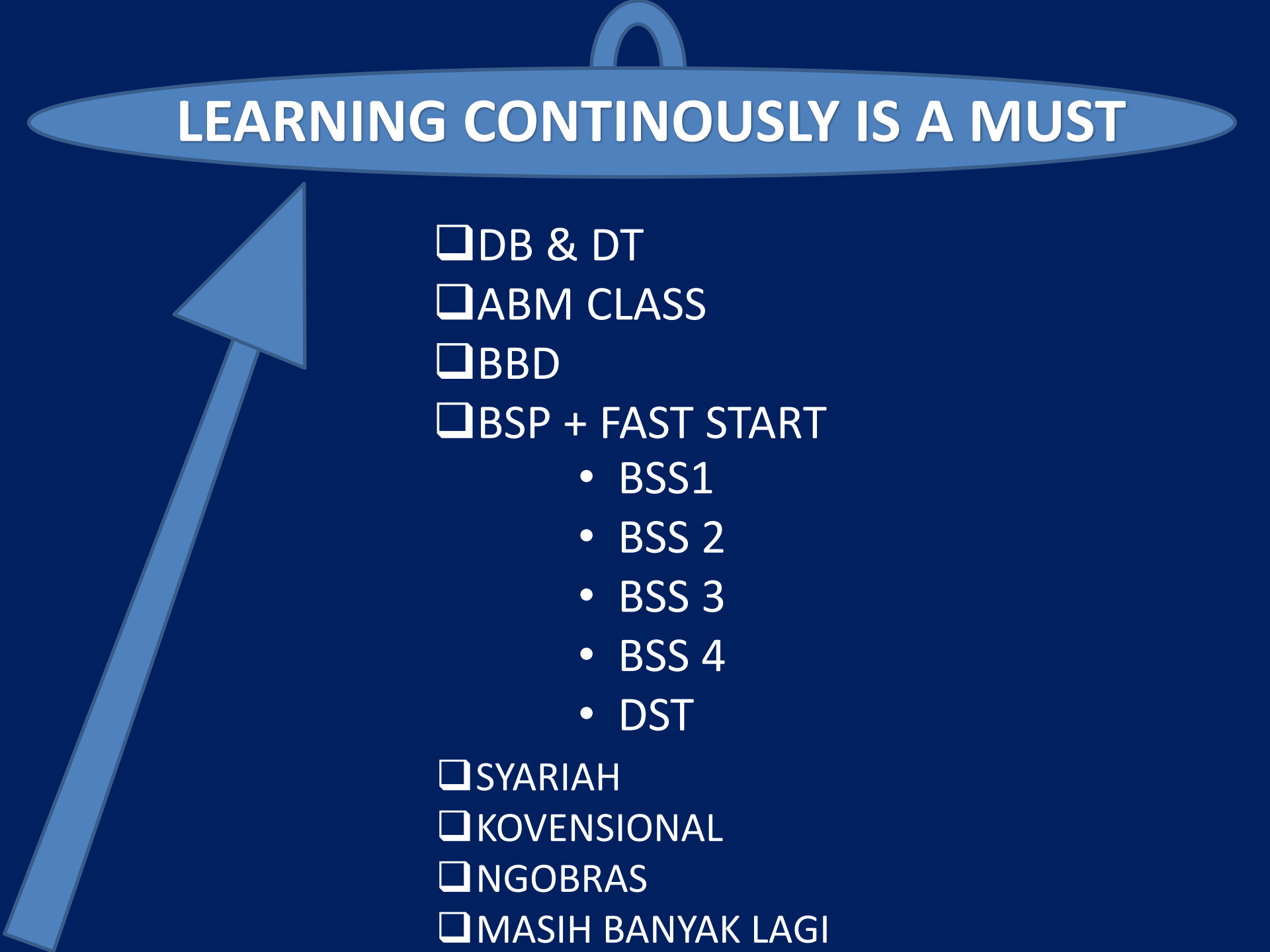
- 
- ☐ Objective Profesi
 - ☐ Objective Personal
(Kebutuhan Pribadi)



GOAL MUST BE CLEAR & BIG

Membesarkan KORIDOR

- 
- ☐ **GOAL JELAS (BESAR)**
 - ☐ **HARUS MERUBAH
STRATEGI & ACTION
PLAN**
 - ☐ **REPROGRAMMING**



LEARNING CONTINUOUSLY IS A MUST

- ☐ DB & DT
- ☐ ABM CLASS
- ☐ BBD
- ☐ BSP + FAST START
 - BSS1
 - BSS 2
 - BSS 3
 - BSS 4
 - DST
- ☐ SYARIAH
- ☐ KOVENSIONAL
- ☐ NGOBRAS
- ☐ MASIH BANYAK LAGI

ORGANIZE YOUR BUSINESS



☐ 7 PILAR BDS

☐ 90 DAYS

☐ DLL

7 Pillar Business Development System/BDS to MDIT

Selling

Recruiting

Training

Development

BP Build BP

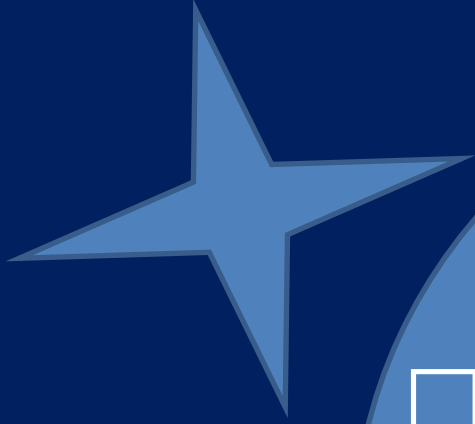
Expansion

Give Back

90 Days to BP

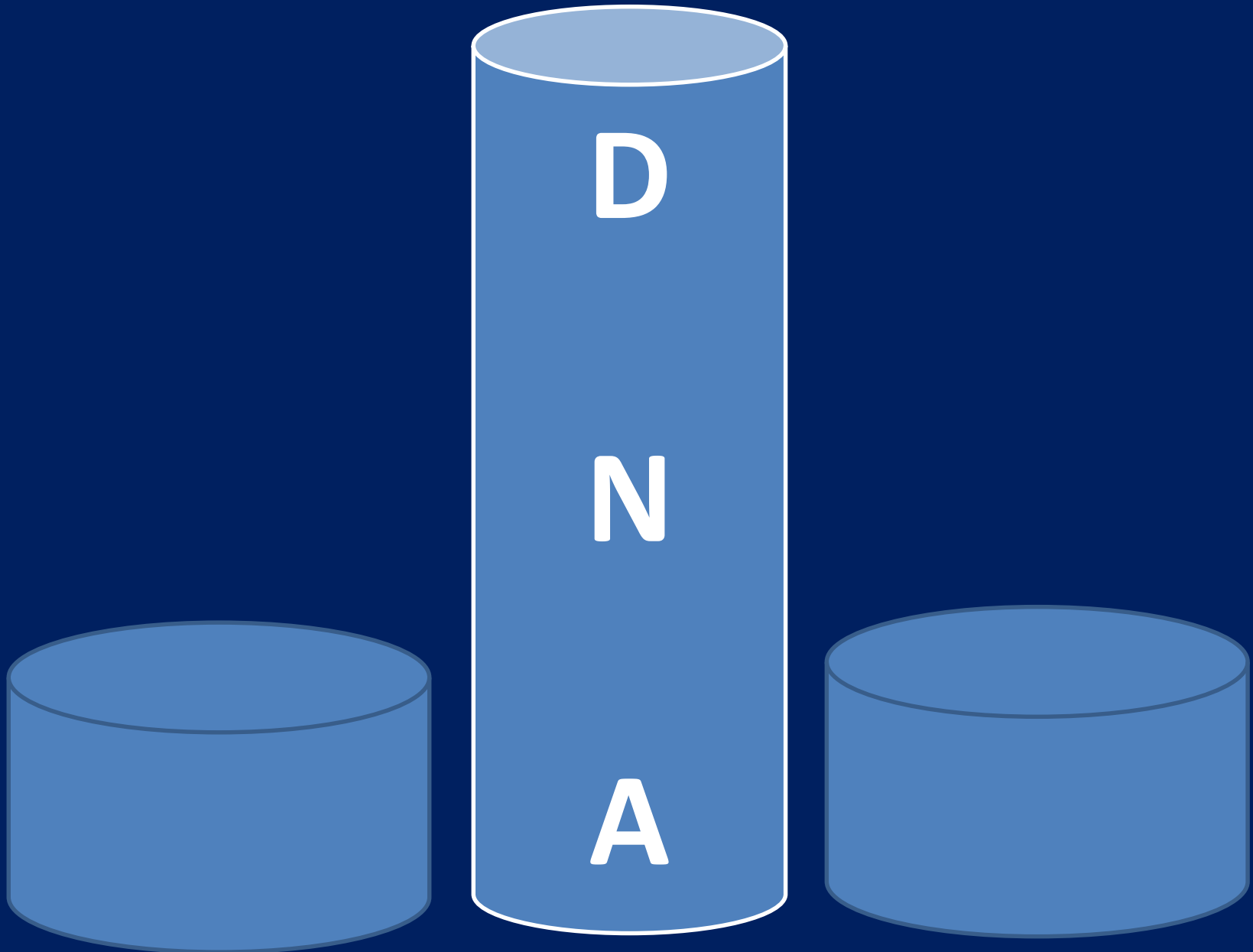
KEY MINDSET	▪ BSP (PiSiLi) ▪ Signed Contract via ACL + Commitment Letter ▪ Goal Setting & Action Plan ▪ Goal Setting : 100 Dreams & Dreams Boards ▪ Closing 25 CS @ Rp. 1 Juta / bln dari KOLOR ▪ MOC BP Rp. 300 juta, 2 BE Active Persistency 80 % ▪ MOC BE : 6 CS / thn ▪ Commitment Letter ▪ Action Plan : 100 nama (KOLOR), Training, JFW, Daily Booster , Up Close & Personal, ABM Class, Allianz Perform
MANDATORY EXAM	BTP & AAJ,AASI
TRAINING	• DRILLING JIGO • Konsep Tangan kanan & Tangan Kiri (TAPRO) • Protection Concept • Sales Cycle • Allianz Perform • Allianz Discover & ACL • Kolor Paman + Potential Prospect
JFW+FEED BACK	• 6 x (BP 2x, BE 4x) + Feed Back by Each ✓ Pilih 10 s.d 20 nama dari KOLOR ✓ Beli buat diri sendiri/keluarga ✓ Recruit 1 BE / bln
DEVELOPMENT	❖ PEP : Performance Evaluation & Planning ❖ GD : Group Drilling ❖ OD : One on One Drilling ❖ JFW : Joint Field Work (rekrut 1 ctrd BE/BlN) ❖ GM : Group Meeting ❖ OC : One on One Coaching ❖ DNA ❖ NOLONG ❖ Next Training ▪ BSP ((hadir berulang-ulang), N3P,BSS (1,2,3,4), NCORRAS DII

New Technology Oriented



- ☐ Semua Aplikasi Allianz
- ☐ Medsos
- ☐ dll

Go Extra Mile & Think Out of The Box



D

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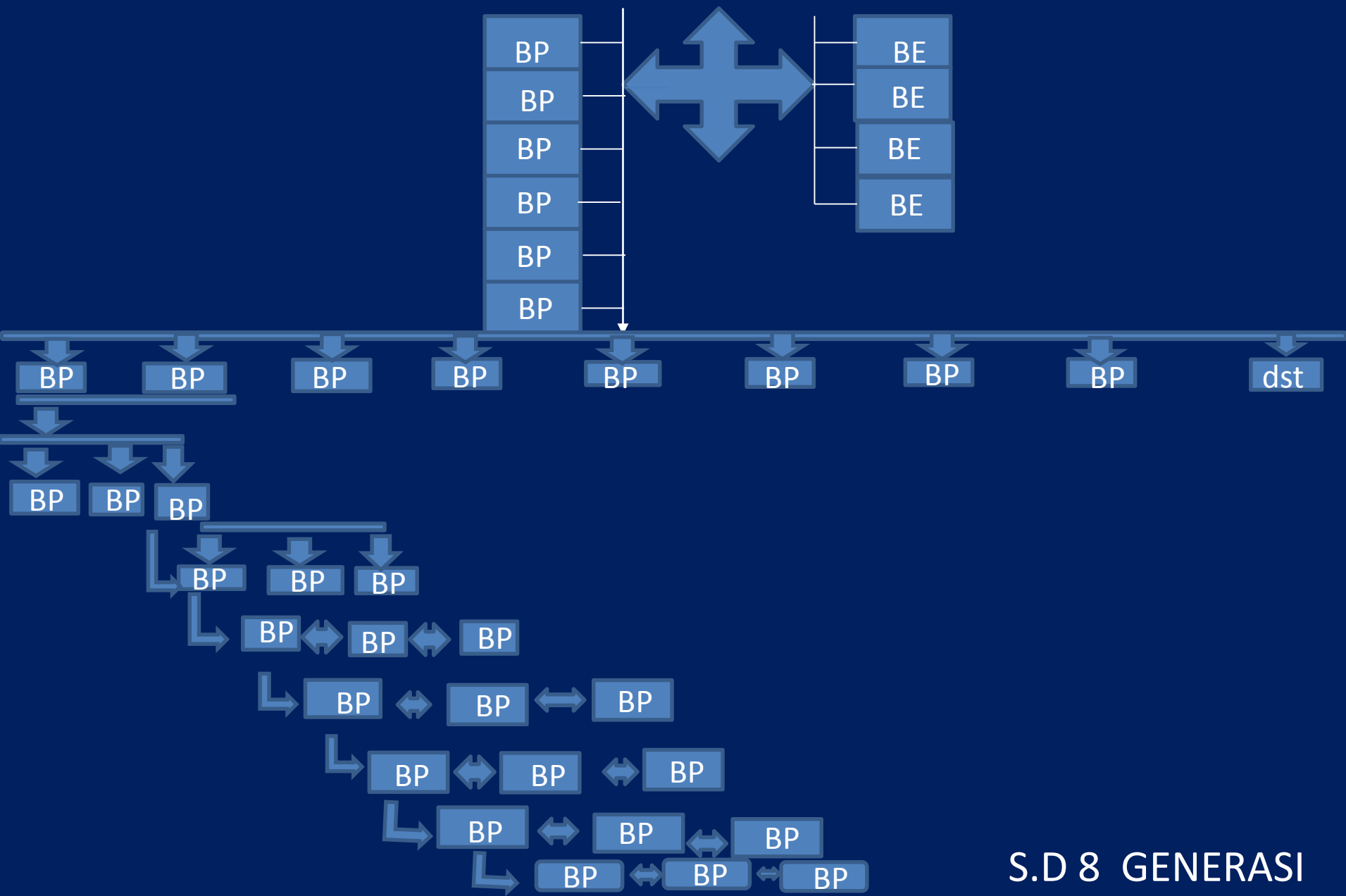
A

ream with **AMBITION**

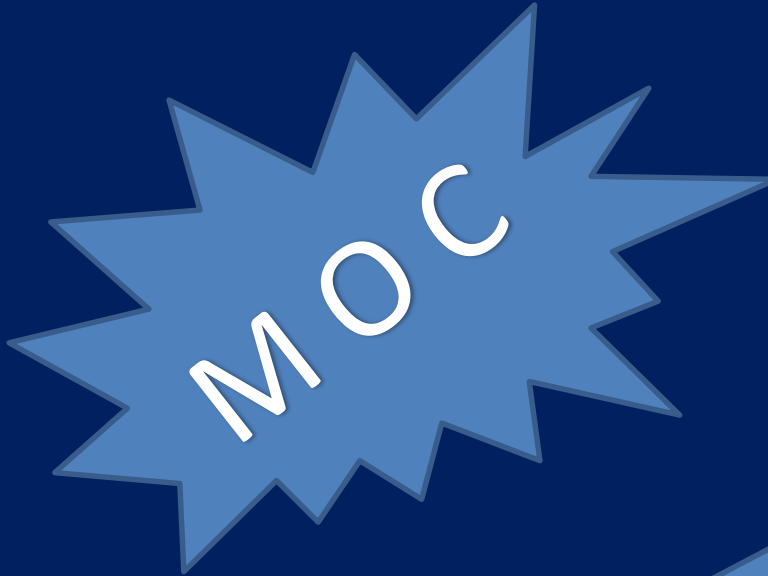
etwork must be sustainable

ction (**TINDAKAN NYATA**)

BP



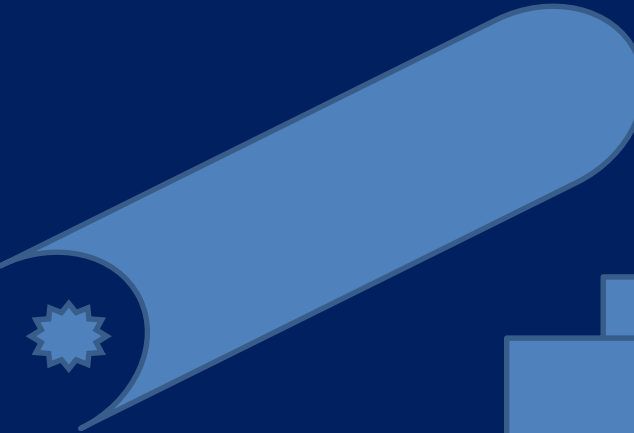
S.D 8 GENERASI

A blue starburst graphic with multiple points, containing the text 'MOC' in white.

MOC

- 
- A large blue diamond shape pointing downwards, containing a list of three items.
- ☐ **RP. 600.000.000**
 - ☐ **PERSISTENCY 80 %**
 - ☐ **ACTIVE AGENT : 2 BE**

Grand Reprogramming



BY

BASUKI HARIJADI



GRAND REPROGRAMING

BASUKI HARIJADI

2022

ACHIEVEMENT

2020

RP 65.109.206.994.

CASES : 5730

BILLION UNIT : 9 orang

MDIT : 20 orang

MDRT : 42 orang

2021

RP . 50.584.526.221

CASES : 4668

Billion Unit : 5 Orang

MDIT : 18 orang

MDRT : 20 Orang



ALP BY GROUP

	<u>ALP</u>	<u>CASES</u>
1. A. SALAM MUHAMMADONG	Rp 20..538.223.819	1245
2. LENI ONG	Rp 19.606.210.008	2657
3. TASLIATY	Rp 13..029.962.800	594

ALP BY AGENCY

	<u>ALP</u>	<u>CASES</u>
1. IRENE ANGELICA	Rp 4.498.670.024	188
2. A. SALAM MUHAMMADONG	Rp 3.907.963.270	256
3. QSERIN CHANDRA	RP. 3.616.380.008	227

PERSISTENCY 80 %

ALP BY UNIT

	<u>ALP</u>	<u>CASES</u>
1. JOHAN	Rp 1.256.700.00	52
2. IRENE ANGELICA	RP. 1.234.200.000	52
3. SIHOTANG, FARYDAARYANI	RP. 1.078.620.000	71

PERSISTENCY > 80 %



BILLION UNIT CLUB 2021

1. JOHAN

2. IRENE ANGELICA

3. FREDDY

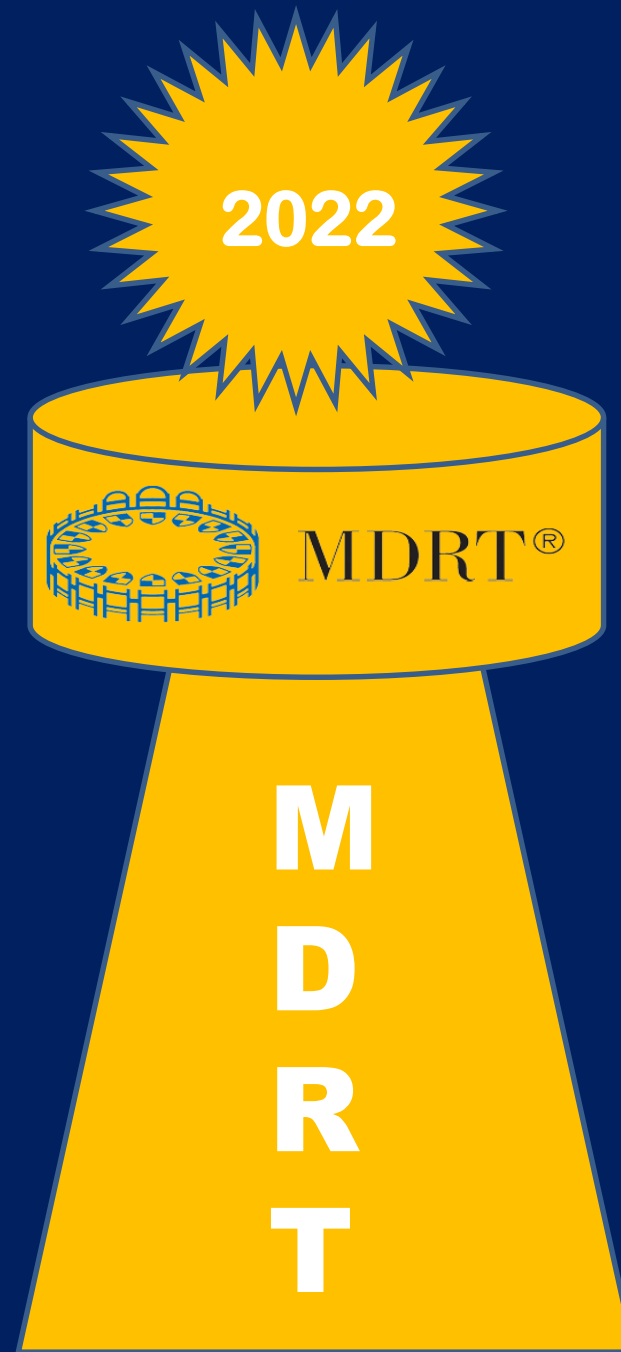
4. SIHOTANG , FARYDA ARYANI

5. QSERIN CHANDRA

MDIT 2021

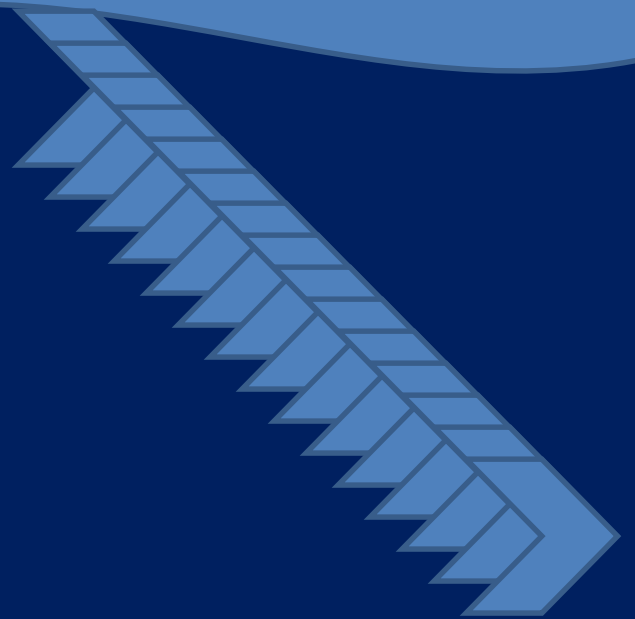
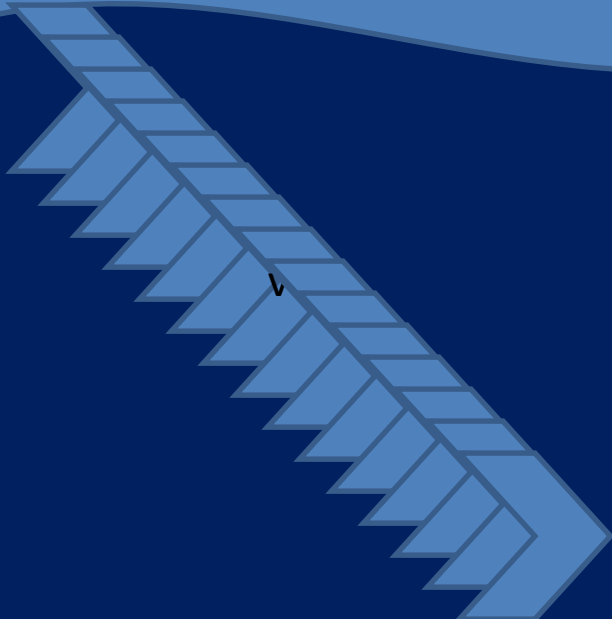
1. UMMAYA KHUZAIMAH 5 *
2. FX YUSMAR 2 *
3. A. SALAM
MUHAMMADONG 2 *
4. LIE FE LIE 2 *
5. LENI ONG 2 *
6. QSERIN CHANDRA 2 *
7. IRENE ANGELICA 1 *
8. JOHAN & RINAWATI 1*
9. TASLIATY 1*
10. TIARMA SIMARE MARE &
ELESER P.TAMBA 1*
11. TONY GUNAWAN & YULIA
SUSANTI 1*
12. FREDDY & ERMALIA TURNIP 1*
13. SIHOTANG, FARYDA ARYANI 1*
14. ALI HASAN 1*
15. DEMI SIMAREMARE 1*
16. NI MADE WIDIARI 1*
17. RUDY JINGGA 1*
18. SOH JEN NIE 1*

1. UMMAYA KHUZAIMAH
2. SITI SA'ADAH
3. LIE FE LIE
4. FX YUSMAR
5. REHULINA TARIGAN
6. DWI RATNA NINGSIH
7. MUHAMMAD NISWADI
8. YF.IRIANTI SUDARSONO
9. RINAWATI
10. JOHAN
11. QSERIN CHANDRA
12. LENI ONG
13. IRENE ANGELICA
14. NI MADE WIDIARI
15. SIHOTANG FARYDA ARYANI
16. EDDY SANTOSO
17. DEMI SIMARE MARE
18. NI DESAK PUTU SWANDANI
19. NINING SAKINAH
20. SUFHAN
21. A. SALAM MUHAMMADONG



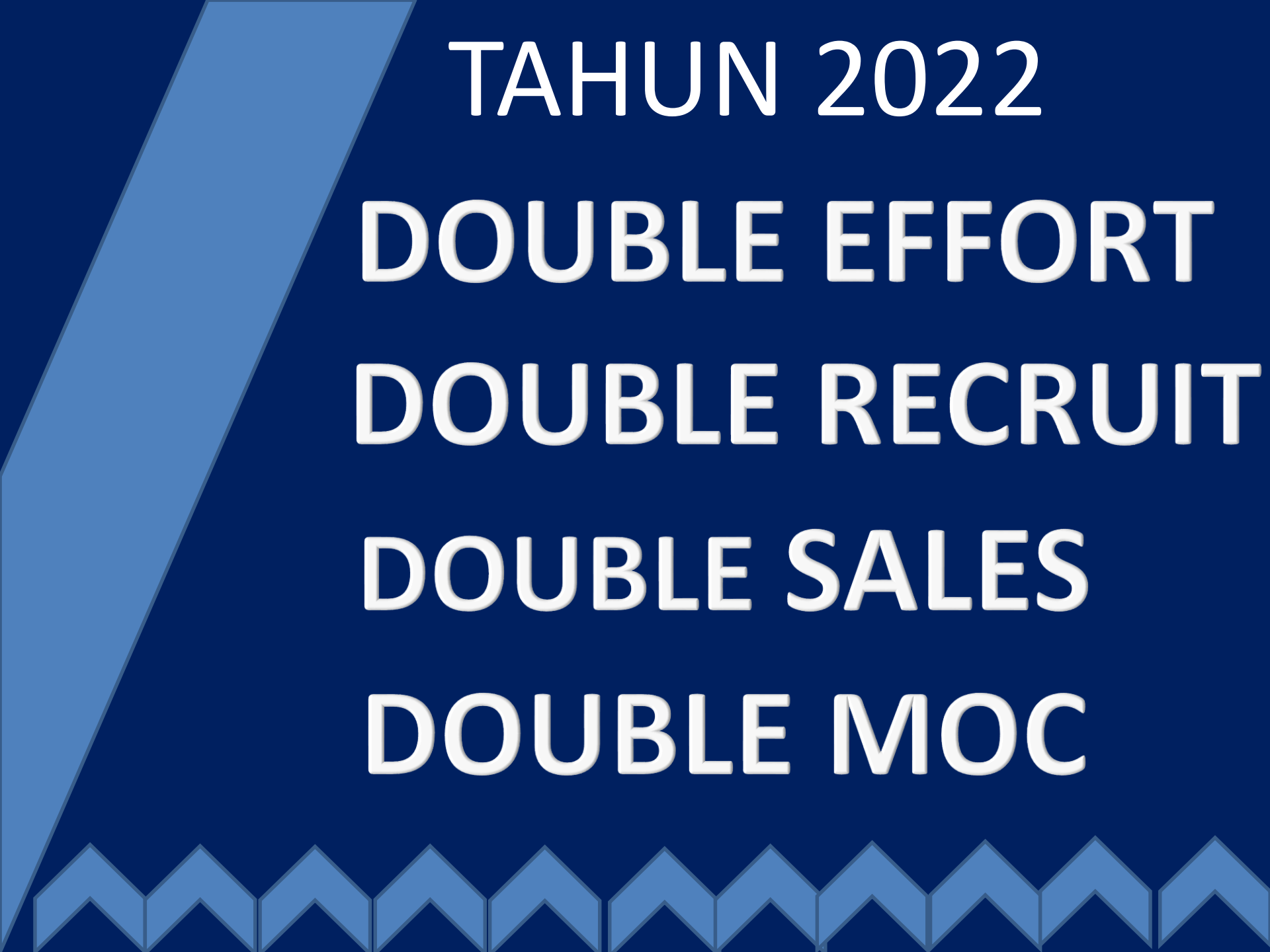
CLOSING REMARKS

PHOTO GROUP



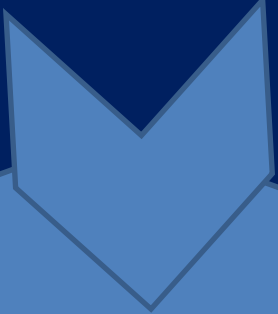
MOC

- ☐ Rp. 600.000.000
- ☐ Persistency : 80 %
- ☐ Active agen : 2 BE



TAHUN 2022
DOUBLE EFFORT
DOUBLE RECRUIT
DOUBLE SALES
DOUBLE MOC





SYARAT ABG 2023

ABG : VIETNAM

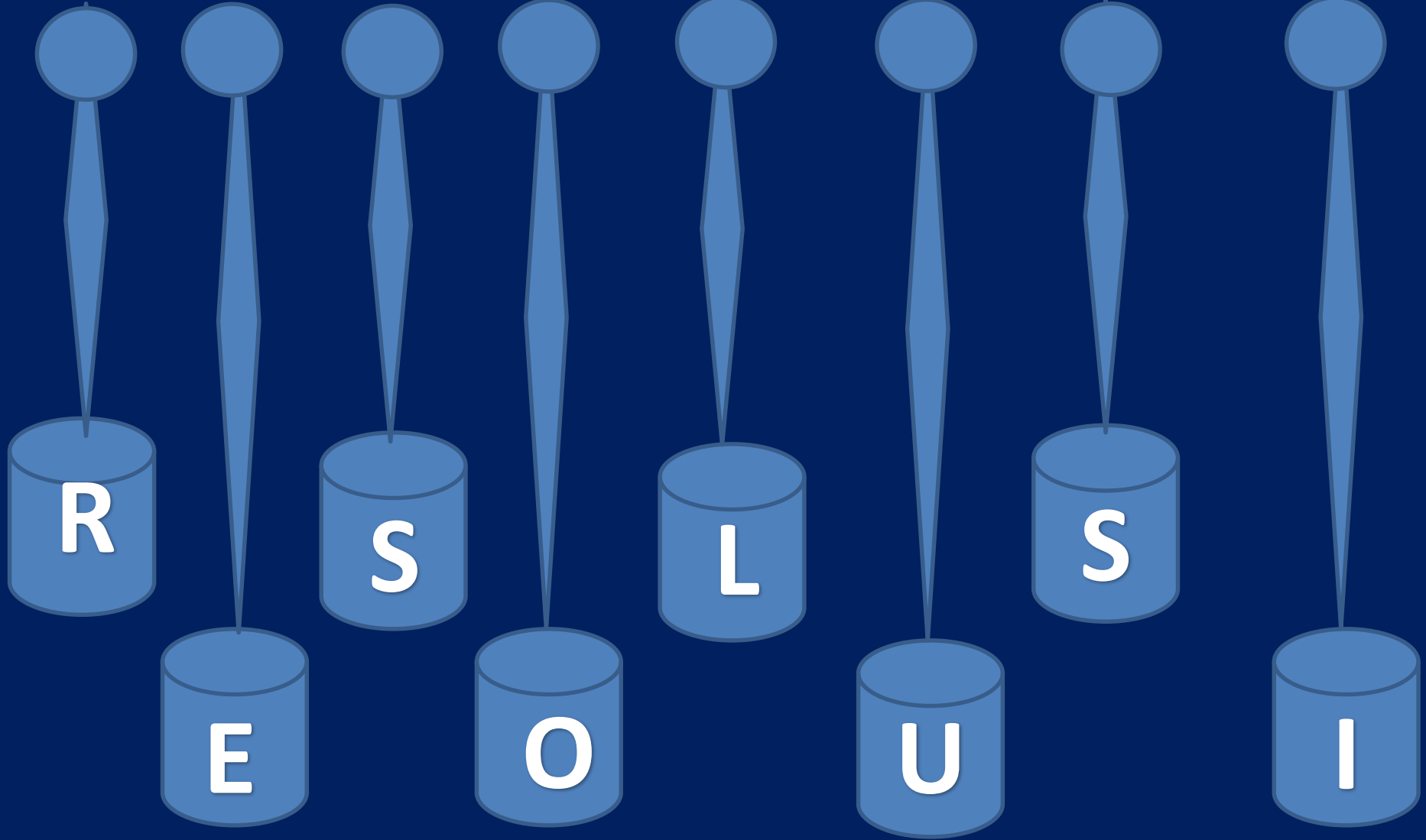
SYARAT :

ALP : RP. 350.000.000

PERSISTENCY : 80 %

PROMOSI

EXISTING BILLION UNIT PERSISTENCY 80 %
& ALP MURNI



2022