

MEMO 004 – TRAINING & BD GROUP – 2017



MEGAWORLD

FROM : MEGAWORLD INTERNATIONAL – TRAINING GROUP
TO : ALL CONCERNED
RE : REQUEST FOR IN-HOUSE TABLE TRAINING FOR NETWORK MARKETING GROUP
CC : GROUP HEADS AND MA'AM MARIVIC ACOSTA
DATE : OCTOBER 4, 2017

Dear Megaworld International,

This is to inform you of the updated policies on our in-house table training for Network Marketing Group (MP, MD, MM and MA).

- **Participants shall have a signed or active sales agency contract before joining the training program.**
- **Participants should complete the training program for Network Marketing Group.**
- **Table training for the participants shall be conducted every Wednesday and Friday only.**
- **The training program for Network Marketing Group members is composed of 3 modules.**

MODULE 1: COMPANY PROFILE

Why Invest in Megaworld Corporation
Corporate Organizational Structure
Income Opportunities

MODULE 2: PRODUCT KNOWLEDGE

Philippine Real Estate Outlook
Investment Options
Focus Projects Training
Agent's Hub Orientation

MODULE 3: POLICIES AND PROCEDURE

Sales Documentation Procedure
Operations and Post-sales Training
Contracts
Commission Structure

- **Training Department is responsible in monitoring the implementation of the training program as well as the modules completed by the participants.**

Prepared by:

Angel Duqiatan-Gana
Training and BD Officer

Noted by:

John Peñaflor
Assistant Manager

Mr. Gerard Vito
SAVP, Training and Business Development

Approved by:

Ma. Victoria M. Acosta
Senior Vice-President, Managing Director