


# London **Broker** Training

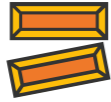




*"Listen to calls brokers make to thier clients and learn from a practical point of view"*

# London Broker Training

What's in each module



## Module 1

Commodity Broker

2x Calls (Opening & Follow Up)  
2x Scripts (Pertaining to calls)  
2x Workbooks (Pertaining to sales style and product knowledge)



## Module 4

Aviation Broker

2x Calls (Opening & Follow Up)  
2x Scripts (Pertaining to calls)  
2x Workbooks (Pertaining to sales style and product knowledge)



## Module 2

Stockbroker

2x Calls (Opening & Follow Up)  
2x Scripts (Pertaining to calls)  
2x Workbooks (Pertaining to sales style and product knowledge)



## Module 5

Hedge Fund Broker

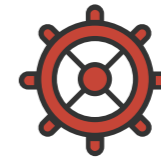
2x Calls (Opening & Follow Up)  
2x Scripts (Pertaining to calls)  
2x Workbooks (Pertaining to sales style and product knowledge)



## Module 3

FX Broker

2x Calls (Opening & Follow Up)  
2x Scripts (Pertaining to calls)  
2x Workbooks (Pertaining to sales style and product knowledge)



## Module 6

Yacht Broker

2x Calls (Opening & Follow Up)  
2x Scripts (Pertaining to calls)  
2x Workbooks (Pertaining to sales style and product knowledge)

# London Broker Training

What's in each module



## Module 7

Bond Broker

1x Calls (Follow Up & Closing)  
1x Scripts (Pertaining to call)  
2x Workbooks (Pertaining to sales style and product knowledge)



## Module 10

Pre-IPO Broker

1x Calls (Follow Up & Closing)  
1x Scripts (Pertaining to call)  
2x Workbooks (Pertaining to sales style and product knowledge)



## Module 8

Hong Kong Ex-Pat Broker

1x Calls (Follow Up & Closing)  
1x Scripts (Pertaining to call)  
2x Workbooks (Pertaining to sales style and product knowledge)



## Module 11

Media Broker

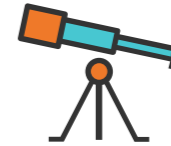
1x Calls (Follow Up & Closing)  
1x Scripts (Pertaining to call)  
2x Workbooks (Pertaining to sales style and product knowledge)



## Module 9

Private Fund Broker

1x Calls (Follow Up & Closing)  
1x Scripts (Pertaining to call)  
2x Workbooks (Pertaining to sales style and product knowledge)



## Module 12

Search Broker

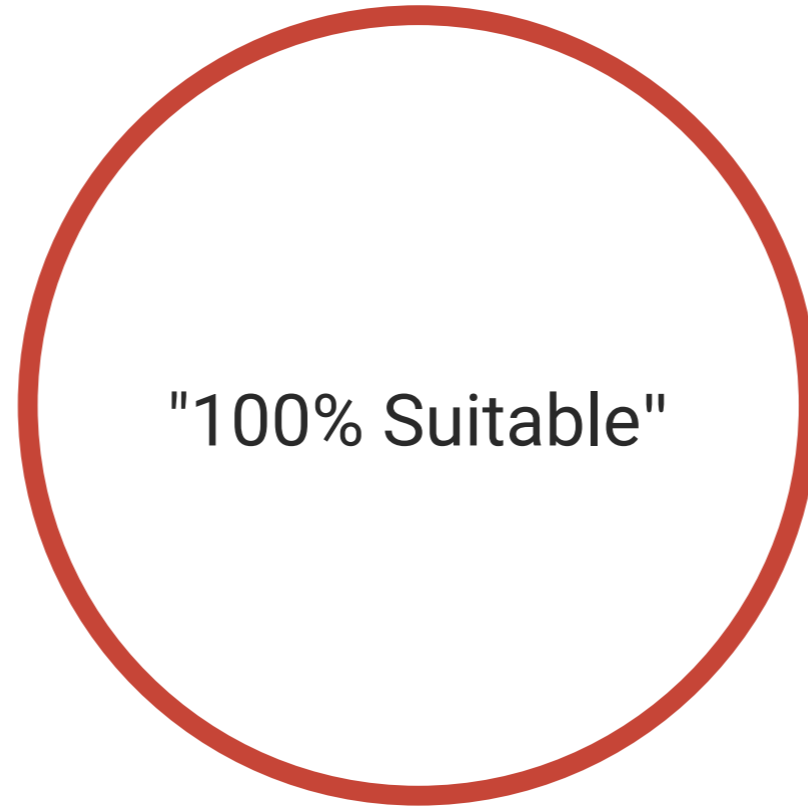
1x Calls (Follow Up & Closing)  
1x Scripts (Pertaining to call)  
2x Workbooks (Pertaining to sales style and product knowledge)

# ACHIEVEMENTS



## **50% Technical**

Technical knowledge pertaining to financial services on a range of firms within the City of London



**"100% Suitable"**



## **50% Business Development**

Learn sales terminology ranging from upselling, cross selling, objection handling

# Companies we market our candidates to...

BLACKROCK



Deutsche Bank



J.P.Morgan



BARCLAYS

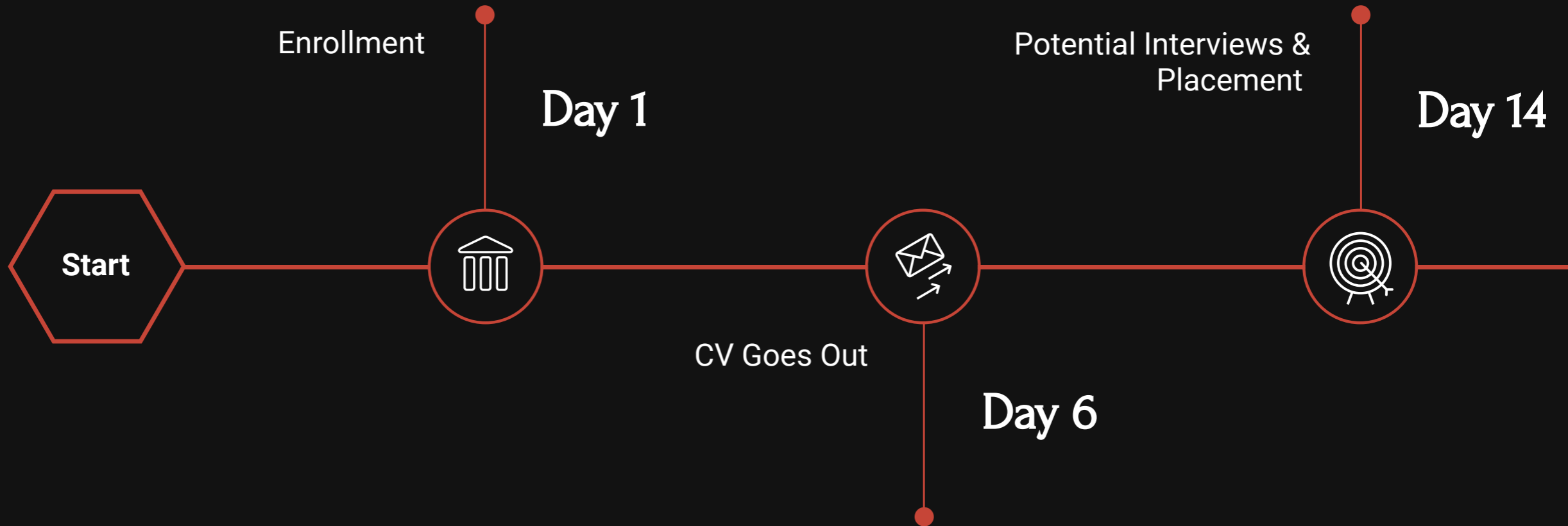


HSBC 



THE CARLYLE GROUP

# TIMELINE



# Key Points

What you should know



**73% Success Rate**



**5 Years Past Performance**



**10 spots limited per week**



**Over 2,300 Students Trained**



# New Graduate Exam

Technical and Business  
Development Questions



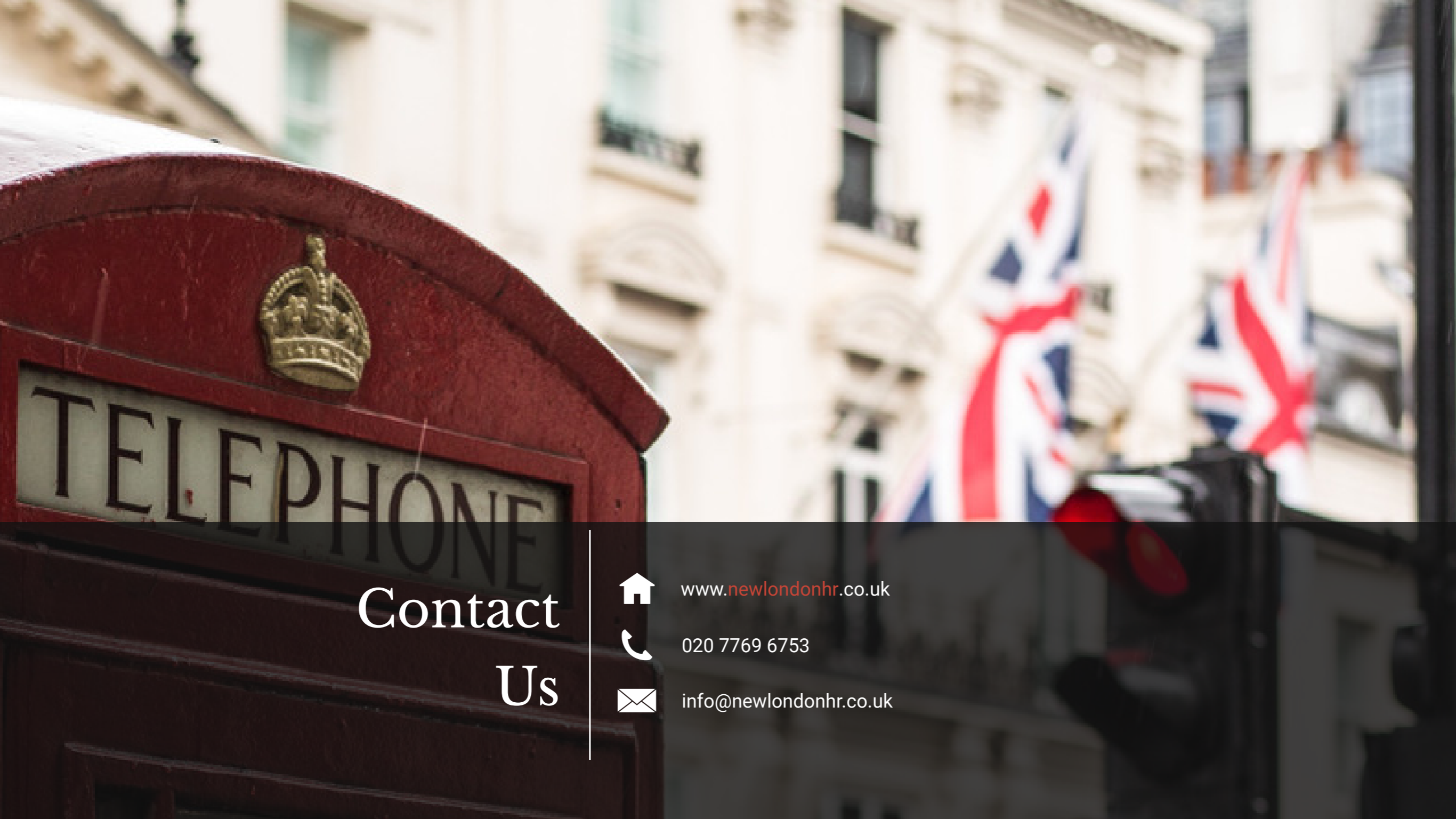
85% Pass Mark



Sent To Clients Upon Completion



More Likely To Secure Role



TELEPHONE

Contact  
Us



[www.newlondonhr.co.uk](http://www.newlondonhr.co.uk)



020 7769 6753



[info@newlondonhr.co.uk](mailto:info@newlondonhr.co.uk)