

Frequently Asked Questions (FAQ)

1. What is Marketing Representative (MR)?

A person who acts as an introducer for a principal, undertakes marketing of the services, provides client support services and is registered with the principal under Securities Commission of Malaysia Guidelines.

2. Who can register as Marketing Representative (MR)?

Any individual possess the minimum qualification as per below;

- i. At least 21 years old
- ii. Degree or professional qualification or diploma from an institution recognised by the government of Malaysia; and
- iii. Completed a two-day familiarisation programme and passed the required assessment at the end of the familiarisation programme.
- iv. is fit and proper in accordance with the criteria set out in the Guidelines

3. Permissible for Marketing Representative (MR):

- i. Act on behalf of principals
- ii. Carry out referral and marketing activity which includes
 - a) Arranging clients to meet with or speak to the principal
 - b) Forwarding client's particulars to the principal
 - c) Providing clients with factual information relating to products and services offered by principal including conducting any form of presentation with prior consent from the principal
- iii. Must refer a client to a licensed person if the client asks for specific information or recommendation or advice on capital markets products
- iv. Must inform client of any remuneration scheme and its amount in relation to such marketing activity, if requested by the client
- v. Must conduct his activities efficiently, honestly and fairly
- vi. Must ensure continuous compliance with the fit and proper criteria as set out in Schedule 1 of these Guidelines

4. Prohibited for Marketing Representative:

- i. From carrying out any regulated activity. Must not hold himself out as a licensed person
- ii. From carrying out suitability assessment of clients and providing clients with specific recommendation
- iii. Must not take clients' orders, execute trades, handle or accept clients' monies or give transactional advice to clients.
- iv. Must not make any recommendations to clients
- v. Failure to observe such actions may subject to termination of service with prior notice

5. What is the requirement(s) to fulfil in order to renew the Marketing Representative's license?

- i. Renewal Fees will advised by Securities Commission in due course
- ii. Attends five days of training every year