



London Broker Exam

London Broker Training 2020

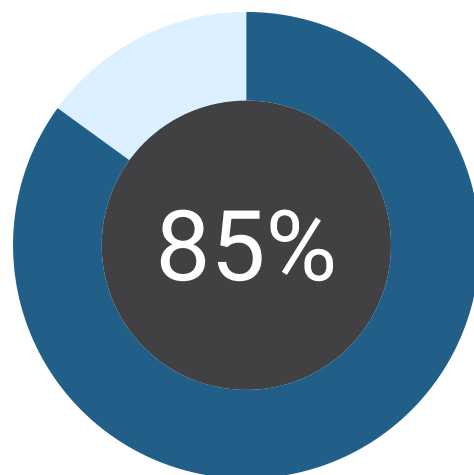
London Broker Exam

The following exam is formulated by New London Corporation and is shared with our client's dependant on which sector you have chosen to pursue with your enquiry.

By taking this test and sending back to New London Corporation you agree to share this information with our third-party clients. If you need more information on this, please speak with your New London recruiter / head-hunter professional

Please print this and fill it in and scan and send back to New London HR

Pass mark is
85%



Explain your understanding of a **CFD** and what benefits a client has using this financial vehicle type?

Please write answer below:

Name 3 types of commodities:

What does prospecting mean?

What is an objection?

If a client says “I’m not interested” what would your response be?

Make your answer original

Give a good example of an objection followed with a rebuttal:

Name **1** of the **3** US markets and the type of stocks it has:

If you wanted to find out more about your clients investing habits how would you ask them?

Is asking “who makes the financial decisions in your household” a :

Qualification Question
Rebuttal Technique
An Objection

Please circle your answer

What is the difference between income gains and capital growth?

Name 3 things you would need to find out from your client before sending the call over to a senior broker

In your own words explain what an **ETF** is:

What would you reply with if a client says “I’m too busy for this right now”?

Give an example of how you would ask a client about their liquidity in the market?

What is your strongest business development quality?