



Training the Trainer to Train

Qualifies for CMFA – 1/3 Credit

Training the Trainer to Train provides a complete course in training methods, procedures, and techniques for anyone who trains and develops producers. The course includes tools to assist the field trainer in planning and implementing training and information on the latest technology available for producer development. *Training the Trainer to Train* enables field trainers to:

- Understand how adults learn
- Identify individual and group training needs
- Set learning objectives
- Choose the best training methods

Organized on a self-study basis, the workbook highlights learning principles and training procedures and includes optional self-graded unit reviews. Suggested action projects provide an opportunity to apply text material to relevant field sales office situations. The Guided Conference Outline is the supervisor's preparation and discussion guide for use in administering *Training the Trainer to Train*.