

Seeing the Opportunity

A Fast Track to Management™ Course

Seeing the Opportunity helps sales agents who are transitioning into a management role make the “mindset-shift” needed to succeed as a pre-unit manager or sales manager. They learn how to successfully balance selling while also performing the foundational management functions of recruiting and training new agents. In less than four hours, participants gain new abilities to plan and prioritize for the challenges and opportunities ahead.

Participants who complete this course are able to:

- Articulate how their roles in sales and sales management differ, why managers love managing, and how to avoid common management mistakes.
- Discuss personal motivational values that resonate with the sales management career opportunities at your company.
- Implement foundational sales management skills, such as setting goals for themselves and others.
- Balance sales agent and pre-unit manager responsibilities by developing a 90-day calendar of activities to support a successful launch into their new role.

Delivery Options: You choose how your agents and pre-unit managers are trained.

Online eLearning*

- **Ideal for widely-dispersed participants**
- Self-guided
- Length: Approximately 3 hours, including skill-use activities
- An avatar tutor guides participants through the course
- Demonstrations of skills for development
- Downloadable resources and tools
- Simulation exercises test competence

In A Classroom

- Led by a LIMRA Certified Instructor or certified company instructor
- Length: Approximately 4 hours, including skill-use activities
- Materials supplied by LIMRA include:
 - Facilitators Guide — Turnkey guide makes it easy for any certified instructor to lead the course
 - Student Guide — Includes management-tested resources, tools, and concepts

Localization Opportunities: Course content is driven by your company’s global/regional/in-country

- Management career path and value proposition
- Organizational structure
- Expectations and standards for sales agents and sales managers

Learn More

Online: www.limra.com/fasttrack

Email: thecentre@limra.com

Phone: Call your LIMRA representative



*Global Management Academy courses are currently optimized for desktop/laptop computers and require a Flash-compatible browser, such as Microsoft Internet Explorer, Mozilla Firefox, Google Chrome, or Apple Safari. To ensure that your company’s systems are compatible with LIMRA’s system requirements, please consult with your LIMRA Representative today.