

Pacesetter Plus

Advanced Recruitment, Selection, and Joint Field Work

Pacesetter Plus empowers managers and emerging leaders to recruit smarter, select better, and develop high-performing agents faster.



Built on proven leadership and field-development practices, Pacesetter Plus provides participants with practical systems to attract quality candidates, strengthen agent commitment, improve selection decisions, and accelerate new-agent productivity through structured coaching and joint field work.

Equip your leaders with the skills and confidence to build stronger teams, develop future performers, and create a culture of sustainable growth.



New and developing managers



2-day extension program



Facilitator-led classroom

Recruit Better. Select Better. Develop Better.

Designed for managers responsible for recruiting, onboarding, and developing talent, Pacesetter Plus helps participants improve candidate quality, increase recruiting effectiveness, and build a stronger leadership pipeline.

	Practical tools for immediate results.	Facilitator-led learning with real-world application.
	Develop stronger recruiting conversations.	Uncover candidate motivations, aspirations, and opportunities through needs-based interviewing techniques.
	Improve selection and commitment.	Implement proven systems to identify quality recruits, engage key influencers, and establish mutual accountability.
	Accelerate agent development.	Use joint field work coaching and observation techniques to shorten learning curves and improve performance.
	Build future leaders.	Develop coaching capabilities that strengthen retention, productivity, and long-term agency growth.

For more information, visit www.limra.com/pacesetter or contact TalentSolutionsInternational@limra.com.



Curriculum Overview

Day 1: Advanced Recruitment and Selection

Needs-Based Recruitment and Candidate Engagement

Learn how to attract and engage high-potential candidates through consultative recruiting conversations that focus on individual goals, motivations, and career aspirations.

- Conduct needs-based recruitment interviews.
- Improve recruiting conversion ratios.
- Increase candidate engagement and interest.
- Build stronger talent pipelines.
- Position opportunities more effectively.

Selection Systems and Commitment Building

Discover structured processes that help leaders identify quality recruits, gain support from key influencers, and establish clear expectations for long-term success.

- Apply a consistent selection process.
- Conduct VIP interviews with key influencers.
- Strengthen candidate commitment.
- Improve decision-making quality.
- Create mutual accountability for success.

Day 2: Joint Field Work Best Practices

Joint Field Work Coaching and Leadership Development

Master coaching and observation techniques that accelerate learning, reinforce desired behaviors, and improve new-agent productivity.

- Plan and execute effective joint field work activities.
- Provide meaningful observation and feedback.
- Accelerate skill development and confidence.
- Improve new-agent performance.
- Build a culture of continuous learning.

For more information, visit www.limra.com/pacesetter
or contact TalentSolutionsInternational@limra.com.