

LIMRA Talent Solutions International

Seeing the Opportunity

A Fast Track to Management™ Course

CURRICULUM OVERVIEW

This 4-hour course 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. Sales agents will learn how to successfully balance selling while also performing the foundational management functions of recruiting and training new agents.

Welcome and Introduction

At the end of this session, learners will be able to understand the purpose of this course, know what they need to do in order to complete the various components of the course, describe the course objectives, and understand what they will know or do differently as an outcome of the course.

Making the Career Transition

At the end of this session, learners will be able to understand the structure of sales leadership within their organizations and the potential career path they can follow as a sales manager, as well as identify the business impact of their recruiting efforts on their organizations.

Your New Role

At the end of this session, learners will be able to understand the importance of building solid skills to support their priority-one activity of recruiting and map a 90-day calendar of activities to support their multiple job responsibilities and priorities.

Course Wrap-Up and Knowledge Assessment

At the end of this session, learners will be able to apply the concepts from this course on the job to impact the results they achieve given their new responsibilities.