

Agency Management Training Course (AMTC)

Unlock Your Leadership Potential

Orientation
and Planning
2 Days

Planning is a key aspect of any organization's growth and success. LIMRA's **AMTC Orientation and Planning Module** equips participants with the necessary knowledge, skills, techniques and tools to achieve success by helping leaders unify management activities, ensuring overall objectives are accomplished.

Over 3 classes (2 days), participants will learn various applicable techniques, critical skills, and proven approaches and methods to build a foundation for planning, including:

- 1 ORIENTATION:** Gain proper expectations for the program by reviewing the subjects covered, completion requirements and understanding how classes are conducted.
- 2 CULTURE, MISSION, PHILOSOPHY, AND PLANNING:** Identify how culture, mission, and philosophy impact the agency. Use learning to develop and create a philosophy to guide the policies and procedures in the participant's agency.
- 3 ANNUAL PLANNING AND INDIVIDUAL ANNUAL REVIEWS:** Develop skills to create annual plans as well as plan for, and conduct, individual annual planning sessions with your agents to achieve long-term goals.

The **AMTC Orientation and Planning Module** provides participants with a comprehensive guide to planning. Through deep discussions and sharing, role-playing and skill drills, video-based role-modeling and practical assignments, participants will be set up to align their agency's culture, mission and philosophy to create a successful environment while matching values to plans and goals.

The full AMTC course consists of five modules including Orientation and Planning, Recruitment, Selection, Training, and Performance Management.

Learn more about the AMTC course at:

www.limra.com/AMTC or contact TalentSolutionsInternational@limra.com