



# Agency Management Training Course (AMTC)

## Unlock Your Leadership Potential



Performance  
Management  
3 Days

Performance management and future planning are key aspects of any organization's growth and success. LIMRA's **AMTC Performance Management Module** equips participants with the necessary knowledge, skills, techniques and tools to achieve success by guiding participants through the intricacies of optimizing individual and team performance, fostering a culture of compliance, and planning for the future.

**Over 5 classes (3 days), participants will learn various applicable techniques and critical skills, proven approaches and methods to build a foundation for performance management achievements, including:**

- 1 CREATING AN ACTIVITY MANAGEMENT SYSTEM:** Learn the value and purpose of performance management, principles, and develop skills in analyzing activity records.
- 2 USING YOUR ACTIVITY MANAGEMENT SYSTEM:** Build competency through performance review sessions and analysis flowcharts. It also covers the skill building needed for conducting effective performance management sessions.
- 3 DISCOVERING PROBLEM-SOLVING MEETINGS:** Focus on skill reviews and discussions on helping agents handle personal situations.
- 4 PLANNING AND IMPLEMENTING INDIVIDUAL IMPROVEMENT:** Help agents grow further through joint work, develop plans for improvement, and implement the plans effectively.
- 5 PLANNING THE FUTURE:** Create a professional, ethical, and compliance culture through discussions and skill development exercises. Review skills, action projects and summary planning projects as well as highlight future development opportunities.

The **AMTC Performance Management Module** provides participants with a comprehensive guide to performance management and future planning. Throughout the classes, participants will engage in deep discussions and sharing, role-playing and skills drills, video-based role-modeling, and practical assignments. These activities will enhance individual and team performance while fostering a culture of compliance and planning for future success.

*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](http://www.limra.com/AMTC) or contact [TalentSolutionsInternational@limra.com](mailto:TalentSolutionsInternational@limra.com)