Agency Management Training Course (AMTC)

Unlock Your Leadership Potential

Recruiting
3 Days

Recruiting is a critical aspect of any organization's success and mastering the art of attracting and retaining top talent is a skill that requires careful planning and execution. LIMRA's **AMTC Recruiting Module** offers comprehensive training in effective agent recruitment strategies within the insurance industry.

Over 5 classes (3 days), participants will learn various applicable techniques and critical skills, proven approaches and methods for laying a foundation for recruiting success, including:

1 CREATING AN AGENT REFERRAL SYSTEM

2 RECRUITING THROUGH WARM NOMINATORS

3 RECRUITING THROUGH CULTIVATING WARM NOMINATORS AND PERSONAL ACTIVITY

4 FIRST CONTACT WITH RECRUITS:
Discover various methods in the critical stage of initiating contact.

5 OTHER RECRUITING METHODS:
Explore alternative recruiting methods beyond previous classes.

The **AMTC Recruiting Module** is a structured and hands-on approach to recruiting. Throughout the classes, participants will engage in deep discussions and sharing, role-playing and skills drills, video-based role-modeling, and practical assignments, thus honing recruiting skills. By emphasizing interactive learning, the practical application of concepts, and competency checkups, the course aims to empower individuals with the skills needed to excel in the dynamic field of recruitment.

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

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