

Developing Sales Skills in Your New Agents

A Fast Track to Management™ Course

Developing Sales Skills in Your New Agents teaches newly appointed sales managers and pre-unit managers how to develop fundamental sales skills in their new agents.

Participants who complete this course are able to:

- Identify training opportunities.
- Develop and deliver effective training events that help new agents properly execute your company's sales process and close more sales.
- Apply the PESOS skills development model to help new agents learn and master the fundamental sales skills being taught.

Delivery Options: You choose how your managers are trained.

In A Classroom

- Led by a LIMRA Certified Instructor or certified company instructor
- Length: Less than 4 hours, including skill-use activities
- Materials supplied by LIMRA include:
 - Facilitators Guide — Turnkey guide makes it easy for any certified instructor to lead the course
 - Student Guide — Includes management-tested resources, tools, and concepts

Online eLearning*

- **Ideal for widely-dispersed participants**
- Self-guided
- Length: Approximately 3 hours, including skill-use activities
- An avatar tutor guides participants through the course
- Demonstrations of skills for development
- Downloadable resources and tools
- Simulation exercises test competence

Localization Opportunities: Course content is driven by your company's global/regional/in-country

- Sales process

Learn More

Online: www.limra.com/fasttrack

Email: thecentre@limra.com

Phone: Call your LIMRA representative

