



Take New-Manager Performance to New Heights

While sales managers' core job duties haven't changed, the world around them has. Competition is fiercer than ever and today's top sales talent are different from previous generations. Your new managers need the very latest knowledge and techniques to recruit, develop, coach, and manage a new generation of agents.

LIMRA's *Pacesetter* training program will help. Building on the foundation of the *Management Skills Seminar (MSS)* that it replaces, *Pacesetter* is fully attuned to the needs of your new, tech-savvy managers. It transforms their training into on-the-job success by:

- Enhancing understanding with pre-seminar, in-class, and post-seminar experiential exercises
- Equipping participants with the tools they need to recruit and lead the new generation of sales professionals
- Incorporating action planning and post-course coaching sessions that drive performance

For more information, contact the industry leader in identifying and developing sales talent, LIMRA's Centre for International Assessment & Development, at thecentre@limra.com.
Or contact your LIMRA Representative.