

Fast Track to Management (FT2M)

Accelerate Your Path to Management Excellence



Are you ready to elevate your sales team's potential and chart a course towards unparalleled success? Experience the transformational journey from sales agent to pre-manager or management with FT2M. Led by a LIMRA Certified Facilitator, this two-day program is based on the most current LIMRA and industry research, ensuring productivity enhancement and strategic advancement within your organization.

Gain invaluable insights and proven practices from industry leaders.

Master essential techniques for sourcing, attracting, and nurturing new sales agents.

Develop crucial skills and insights required for heightened responsibilities and enhanced accountability.

Course Modules



Seeing the Opportunity

Align personal values with career trajectories, implement foundational sales management skills, and craft a 90-day plan for managerial success.



Selling the Opportunity

Build a robust candidate pipeline, master networking strategies, and tailor approaches to resonate with today's candidates.



Developing Sales Skills in Your New Agents

Identify training needs, deliver impactful training sessions, and empower new agents with fundamental sales skills.



Supporting Your Agent Prospecting Success

Coach, monitor, and support new agents in prospecting activities, ensuring continuous skill development and prospect list growth.

Certification and Beyond

Participants will earn their Fast Track to Management certificate upon completion of the course, marking the first step towards the globally recognized [AIAM designation](#).

Learn more at www.limra.com/fasttrack or contact TalentSolutionsInternational@limra.com.



Curriculum Overview



Seeing the Opportunity

- Discuss personal motivational values that resonate with the sales management career opportunities at your company.
- Implement foundational sales management skills, such as setting individual and team goals.
- Balance sales agent and pre-manager responsibilities by developing a 90-day calendar of activities to support a successful launch into the new role.

Selling the Opportunity

- Build a dynamic candidate pipeline by tapping into their closest sources: personal contacts, agent referrals, and social networks.
- Understand what matters to today's potential candidates and how that motivation aligns to your approach.
- Develop and use a positioning script that motivates potential candidates to learn more about the career opportunity.
- Manage candidate objections and gain commitment in the hiring process.
- Apply follow-up strategies that generate good will and reinforce the career opportunity based on candidates' career preferences.



Developing Sales Skills in Your New Agents

- 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 best-practices PESOS skills development model to help new agents learn and master fundamental sales skills for high productivity and performance.



Supporting Your Agent Prospecting Success

- Support new agents in developing a prospecting plan.
- Coach and counsel new agents on activities that build upon their prospecting plans and grow their prospect lists.
- Develop new agents' approach skills to set initial appointments with prospects.
- Perform coaching sessions to monitor prospecting activities and appointment-setting skills.
- Arrange continued skill-development exercises supporting new agent prospecting skills.

