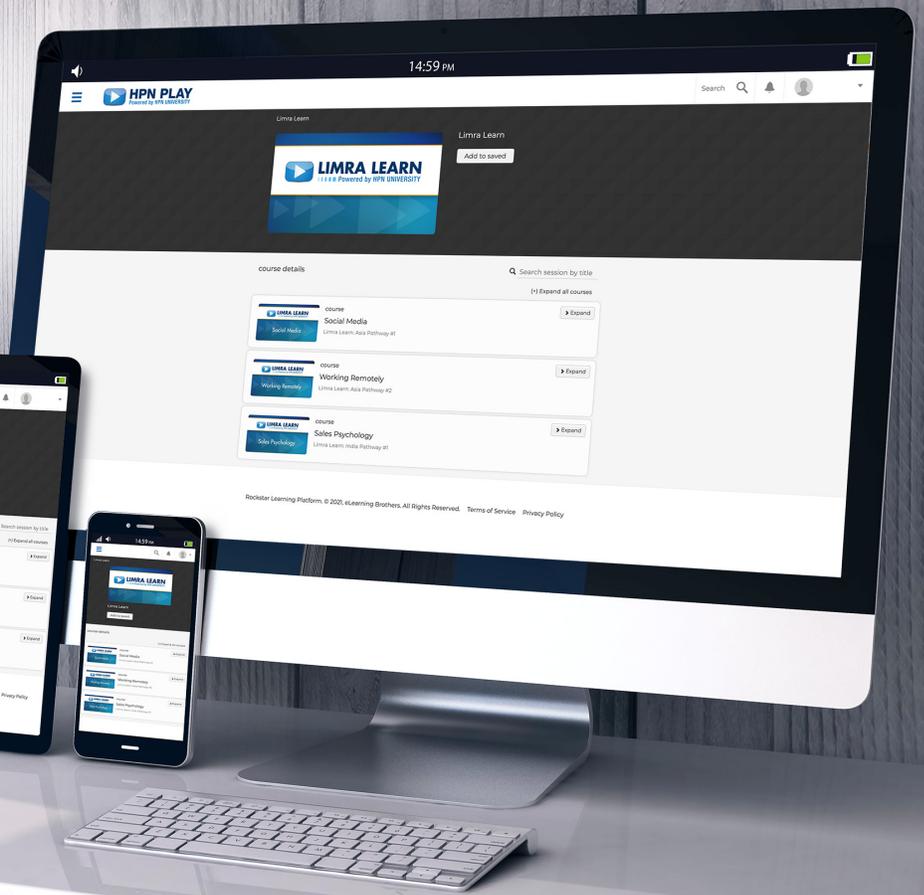




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## Where Leading-Edge Learning Meets Real-World Results

Where innovation meets education and dynamic content meets proven curriculums, LIMRA Learn powered by HPN breaks the mold of traditional training programs. This learning experience is designed to provide advanced knowledge and skills for advisors when, where, and how they need it — empowering them, and your business, to reach their full potential.

### These video-based microlearning courses offer financial professionals:

- ▶ Access to scalable, digital content featuring the industry's top experts
- ▶ The flexibility to complete learning pathways at their own pace
- ▶ eLearning knowledge checks to assess and reinforce key learning objectives
- ▶ Analytics and reporting for greater accountability



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## Sales Psychology and Developing Mental Toughness

One of the keys to becoming a top financial professional is developing a better understanding of sales psychology and mental toughness. Connecting with your “why” and mastering the psychological side of the business will help you better manage rejection and adversity. In this learning pathway, you will discover how to develop mental toughness by embracing your purpose and the power of your “why,” managing the peaks and valleys of the business, reconditioning your limiting beliefs, and much more.

### Learning Pathways

- ▶ Embracing Adversity and Rejection
- ▶ Managing Slumps, Motivation, and Fear
- ▶ Leveraging Passion to Manage Peaks & Valleys
- ▶ Developing Courage Through Conviction
- ▶ Reconditioning Your Limiting Beliefs
- ▶ Identifying With Your Purpose
- ▶ Commit by Establishing Your Why
- ▶ Using the Power of Why in Your Approach
- ▶ Advice to New Advisors: There Are No Failures. It's Just Part of the Process
- ▶ Mental Toughness: Managing the Ups and Downs of the Business
- ▶ Generosity As a Powerful Business Strategy
- ▶ Using Questions to Solve Problems Versus Sell a Product

To learn more, visit [www.limra.com/limra\\_learn](http://www.limra.com/limra_learn) or [TalentSolutionsInternational@limra.com](mailto:TalentSolutionsInternational@limra.com)