

Supporting Your Agent's Prospecting Success

A Fast Track to Management™ Course

Supporting Your Agent's Prospecting Success educates newly appointed sales managers and pre-unit managers on how to help their new agents successfully prospect for clients and expand their reach within their natural market.

Participants who complete this course are able to:

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

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

- Currency, appropriate earnings, sales conversion ratios, and percentages

Learn More

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