

Agency Management Training Course (AMTC)

Unlock Your Leadership Potential

Training
2 Days

Training agents is a key aspect of any organization's growth and success. LIMRA's **AMTC Training Module** equips participants with the knowledge, skills, techniques and tools necessary to create the most skilled and productive agents. Agents will also learn the training process PESOS (prepare, explain, show, observe, and supervise) to make training more structured and effective.

Over 4 classes (2 days), participants will learn various applicable techniques, critical skills, and proven approaches and methods to build a foundation for training talent, including:

- 1 TRAINING FOR RESULTS:**
Learn how to set proper training expectations of your agents and write clear training objectives. Explore the PESOS training process.
- 2 DRILL, REHEARSAL, AND ROLE-PLAY:**
Discover how to conduct proper role-plays and use them as a training technique / regular training activity. Learn how to give constructive feedback.
- 3 TRAINING THROUGH JOINT WORK:**
Investigate how to help agents transition from the office environment to the actual implementation of training. Explore the process of using preview and review training for sales calls.
- 4 AGENCY MEETINGS, CONFERENCES, AND CLINICS:**
Learn about and use group training methods and techniques to maximize the value of training.

The **AMTC Training Module** provides participants with a comprehensive guide to training. Throughout the classes, participants will engage in deep discussions and sharing, role-playing and skills drills, video-based role-modeling, and practical assignments. These activities will ensure participants incorporate meaningful goals and expectations in training and make direct positive impact in agency productivity.

The full AMTC course consists of five modules including Orientation and Planning, Recruitment, Selection, Training, and Performance Management.

Learn more about the AMTC course at:

www.limra.com/AMTC or contact TalentSolutionsInternational@limra.com