

LIMRA Talent Solutions International

# Seeing the Opportunity

*A Fast Track to Management™ Course*

**Fast Track to Management Certification is designed to help participants make the transition from sales agent to pre-manager or management.**

Sales recruiters, pre-managers, and new sales managers will:

- Benefit from the field-tested insights and practices of industry leaders.
- Master key techniques for finding, attracting, and developing new sales agents.
- Develop skills and insights needed for increased responsibility as they and their agents step up to greater accountability.

The program includes two mandatory courses and a series of elective courses.

**Seeing the Opportunity is a Fast Track to Management Certification compulsory course.**

An essential course for your sales agents who are transitioning into a management role, **Seeing the Opportunity** can help them make the “mindset-shift” needed to succeed as a pre-manager or sales manager.

## Participants who complete this course are able to:

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

## Target Audience:

- An ideal pre-manager induction training program
- Pre- and new managers who want to sharpen their recruitment skills
- Pre- and new managers who want to fast-start new agents
- Pre- and new managers who want to recruit more agents and grow business

## Delivery Option:

- An interactive eLearning with “avatar” tutor — three hours self-guided eLearning experience. Ideal for widely dispersed participants.
- Facilitator-led classroom training — four hours facilitation and skills-use activities led by a LIMRA Certified Facilitator or LIMRA Certified Company Facilitator

*With drive-to-success motivators and strategic and tactical best practices, this program will position your sales agents to hit the ground running to recruit more agents and grow business.*

For more information visit [www.limra.com/fasttrack](http://www.limra.com/fasttrack) or contact [talentsolutionsinternational@limra.com](mailto:talentsolutionsinternational@limra.com)

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A Fast Track to Management™ Course

**Fast Track**  
**to Management**  
Recruit More and Grow Business >>>

## CURRICULUM OVERVIEW

### *Welcome and Introduction*

At the end of this session, learners will be able to understand the purpose of this course, know what they need to do in order to complete the various components of the course, describe the course objectives, and understand what they will know or do differently as an outcome of the course.

### *Making the Career Transition*

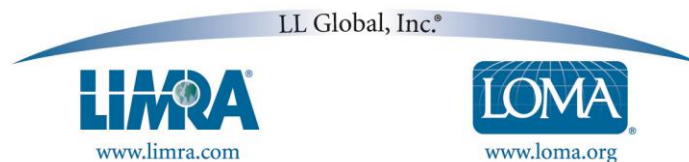
At the end of this session, learners will be able to understand the structure of sales leadership within their organizations and the potential career path they can follow as a sales manager, as well as identify the business impact of their recruiting efforts on their organizations.

### *Your New Role*

At the end of this session, learners will be able to understand the importance of building solid skills to support their priority-one activity of recruiting and map a 90-day calendar of activities to support their multiple job responsibilities and priorities.

### *Course Wrap-Up and Knowledge Assessment*

At the end of this session, learners will be able to apply the concepts from this course on the job to impact the results they achieve given their new responsibilities.



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