

WHY TRUST **WINNING SALES TRAINING** TO HELP YOUR TEAM?

To put it bluntly, *WE are winners, and we want YOU to be too!*

We are a group of passionate insurance professionals with over 30 years of experience helping agency business owners succeed in getting the results they desire. We live, breathe, and walk the agency life and know first-hand what it takes to excel in this industry. You might as well say we have the inside scoop and are ready to share it with your team.

We are driven by our client's desire to make the most of every customer opportunity as each point of entry has to be seamless. From the way you brand yourself down to the way your staff answers the phone. It has to be seamless if it is to be effective.

So, if you are driven and are ready to stop the cycle of frustration, we are ready to bring you out of that frustration and put you on a winning streak!

# JOIN US

**5 DAYS OF LIVE, INTERACTIVE, HANDS-ON TRAINING DESIGNED TO HELP NEW TEAM MEMBERS**

**WIN AND WIN BIG!**

**WE'RE READY WHEN YOU ARE!  
CONTACT US TO GET STARTED!**

## **CONTACT**

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**WINNING SALES TRAINING**

*Let us train and onboard your team members!*

If you have hired a new sales team member but you do not have the time to train them, leave them in our hands. We help onboard new sales team members!.

We will provide 5 days of hands-on training and when they return to your office, they will have systems and processes in place to get it done.

## WHAT TO EXPECT

- ECRM Training, SFPP Training, NECHO Training, and Resources Training
- Sales Training and Soft Skills Training
- Knowledge checks on auto and fire, quoting, calling on hot prospects and campaigns, understanding the importance of multilining
- Product knowledge on Property Casualty Insurance
- Handling minor service work (car changes, added, adding drivers), and auxiliary product training (PAPs, PLUPs)...plus more!
- Business Lines Introduction

## ATTENDEES MUST HAVE:

- An AAPA for Property Casualty
- A Mobile Pass
- Laptop
- Headset

## LEARNING ENVIRONMENT

- Hands-on Training with experience staff/real life training on system
- Roleplaying, Skill Checks, and Class Discussions
- Fun and welcoming

## WE PROMISE YOU THE FOLLOWING:



### HANDS-ON TRAINING



### PROFESSIONAL DEVELOPMENT



### HANDBOOK RESOURCE



### NEW TEAM MEMBER RETENTION



### EFFECTIVE SALES CONVERSATIONS

"My team member came back excited and was given the tools to succeed and to get through the 90-day probationary period. The first month after training, my team member wrote over 30 apps! The training is worth every penny!"

**Z. MCBRIDE**

"Wow! My team member came back excited to get it done. It saved me time and helped my agency not lose momentum which sometimes happens when hiring new team members. I am grateful there is a resource out there to help agents train new team members."

**N. JOCELYN**

"Two words: Time Saver. Excited to have my new team members attend a seminar to help them get on the right foot to succeed in the insurance field."

**A. HOLLOWAY**

"The investment was worth it. I highly recommend it to agents who do not have time to train their team members. Winning Sales Training is worth it!"

**S. DIXON**