

AGENT DEVELOPMENT PROGRAM

In partnership with your Big-I State Association, the Agent Development Program, powered by InsurAcademy provides customized learning for new agents and those seeking professional growth. It features self-paced courses, industry expert-led webinars, interactive learning activities, and a Mentor Program with one-on-one support and group sessions on relevant topics.



Program Highlights Include:



CUSTOMIZED LEARNING EXPERIENCE AND BRANDING

A tailored learning platform featuring personalized learning paths, custom dashboards, and agency-branded tools to support professional growth.



REPORTING AND TRACKING

Access detailed reports to track learning progress, assessments, and achievements, with certificates awarded upon course completion.



LIVE MONTHLY WEBINARS

Engage in expert-led webinars on technical insurance topics, workflow mastery, professional development skills, and more!



AGENCY MANAGER TOOLS & PROFESSIONAL SUPPORT

Agency Manager Permissions include tools to monitor course progress, manage user access, and customize training programs through a dedicated dashboard.



MENTOR PROGRAM

One-on-one sessions and quarterly group meetings provide personalized guidance for new account managers to build knowledge and excel in their careers.



HIRING & LEARNING TOOLS

Identify top talent with **unlimited** hiring assessments for personality, cognitive ability, and motivation. Plus, access an extensive library of courses tailored to every career stage.

Ready to enroll your agents?

Contact us for more info, or scan the QR code to complete the Agent Development Program form, and our InsurAcademy team will connect with you!



Education@TheInsurAcademy.com



919-755-0847



Program Overview

Individualized on-demand learning and live webinars

Learning Plans and Courses:

1 Introduction to Insurance

- 5 Courses
- Basics of insurance, P&C, risk transfer, and E&O.

2 Insurance Relationship Management

- 4 Courses
- Building trust, managing relationships, and team dynamics.

3 Coverage Training: Personal Lines

- 18 Courses
- Auto, umbrella, homeowners, personal watercraft, and more.

4 Coverage Training: Commercial Lines

- 25 Courses
- COPE, business income, workers' comp, surety bonds, and more.

5 CSR Communication Best Practices

- 4 Courses
- Customer management, time management, and sales basics.

6 Technology Tips & Tricks

- 2 Courses
- Tech mastery and Google/Microsoft tools.

7 Professional Excellence Essentials

- 3 Courses
- Emotional intelligence, professional presence, & workflows.

8 Employee Benefits Courses

- 19 Courses
- Healthcare, group plans, and ancillary benefits.

9 Team Leader/New Manager

- 7 Courses
- Hiring, retention, HR basics, and coaching skills.

Live Monthly Webinars:

TECHNICAL INSURANCE TOPICS

- ✓ COPE
- ✓ Business Income
- ✓ Homeowners
- ✓ Additional Insureds
- ✓ Risk Management

PROFESSIONAL SKILLS TRAINING

- ✓ Mentoring Within the Agency
- ✓ Emotional Intelligence
- ✓ Professionalism and Business Etiquette
- ✓ Efficient Workflow Mastery
- ✓ Technology for Insurance
- ✓ Excellence in Service

...AND MANY MORE! LET US KNOW WHAT YOUR AGENTS NEED!

Contact Us:



Education@TheInsurAcademy.com



919-755-0847