

## AGENT DEVELOPMENT PROGRAM

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



### FREE 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.



### UNLIMITED ASSESSMENTS & LEARNING TOOLS

Gain valuable insights through cognitive, personality, and motivation assessments, and access an extensive library of courses for every career stage.

## Ready to enroll your agents?

Contact **Christine Jones, M.Ed.**, Learning Experience Manager, for more info, or scan the QR code to complete the Agent Development Program form, and our InsurAcademy team will connect with you!



[cjones@iianc.com](mailto:cjones@iianc.com)



919-377-1654



# Program Overview

Individualized on-demand learning and live webinars

## Learning Plans and Courses:

### 1 Introduction to Insurance

- 5 Courses, 3 CE Hours
- Basics of insurance, P&C, risk transfer, and E&O.

### 2 Insurance Relationship Management

- 4 Courses, 3 CE Hours
- Building trust, managing relationships, and team dynamics.

### 3 Coverage Training: Personal Lines

- 18 Courses, 8 CE Hours
- Auto, umbrella, homeowners, personal watercraft, and more.

### 4 Coverage Training: Commercial Lines

- 25 Courses, 12 CE Hours
- COPE, business income, workers' comp, surety bonds, and more.

### 5 CSR Communication Best Practices

- 4 Courses, 3 CE Hours
- Customer management, time management, and sales basics.

### 6 Technology Tips & Tricks

- 2 Courses, 2 CE Hours Pending
- Tech mastery and Google/Microsoft tools.

### 7 Professional Excellence Essentials

- 3 Courses, 3 CE Hours
- Emotional intelligence, professional presence, and workflow mastery.

## Live Monthly Webinars:

### TECHNICAL INSURANCE TOPICS

- ✓ Cyber Insurance
- ✓ COPE
- ✓ Business Income - The Basics
- ✓ Business Income - Developing the Limits
- ✓ Contractor's E&O
- ✓ Management Liability/D&O/EPLI
- ✓ Homeowners


### PROFESSIONAL SKILLS TRAINING

- ✓ Mentoring Within the Agency
- ✓ Emotional Intelligence
- ✓ Professionalism and Business Etiquette
- ✓ Strategic Planning
- ✓ Efficient Workflow Mastery
- ✓ Technology for Insurance
- ✓ Google Workspace and Microsoft Office
- ✓ Professionalism and Business Etiquette

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

**Contact Us:**

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