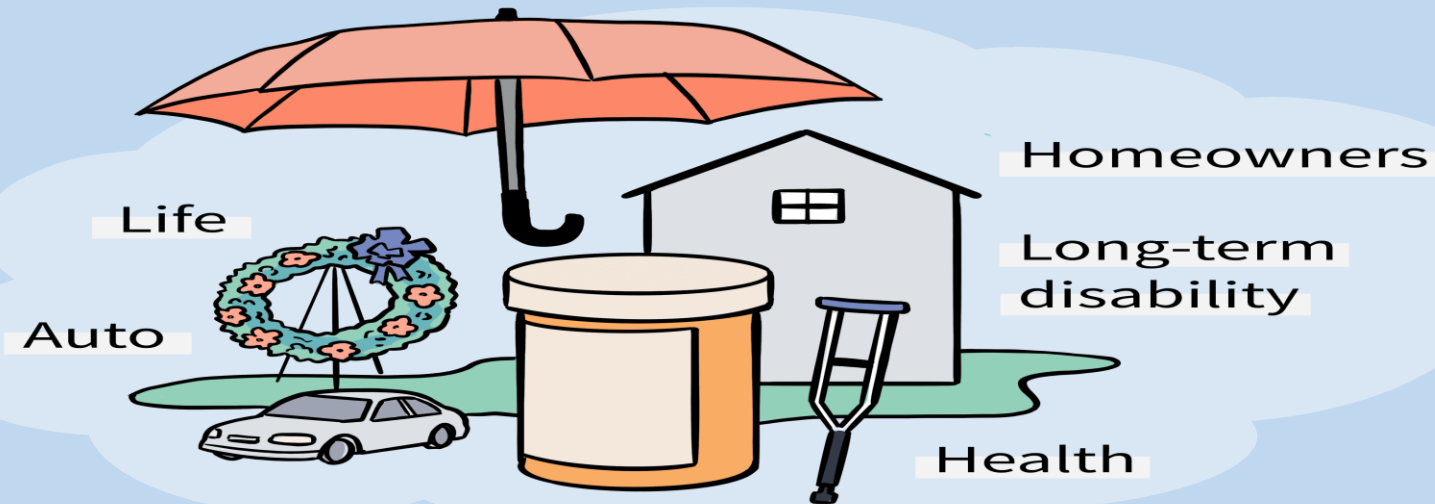


When you buy insurance , you
PURCHASE PROTECTION against
any financial losses.

Types of Insurance Companies



THE PROTAGONISTS OF AN INSURANCE

POLICYHOLDER: the person who buys the insurance and pays regular premiums.

LIFE ASSURED : the person for whom the insurance is bought. This may or not be the same as the policyholder.



INSURER :

the main protagonist you have to trust !



A TYPICAL DAY

- **MORNING** : check the agenda and client communication
- **MID-MORNING** : meet the clients



Ask before selling !

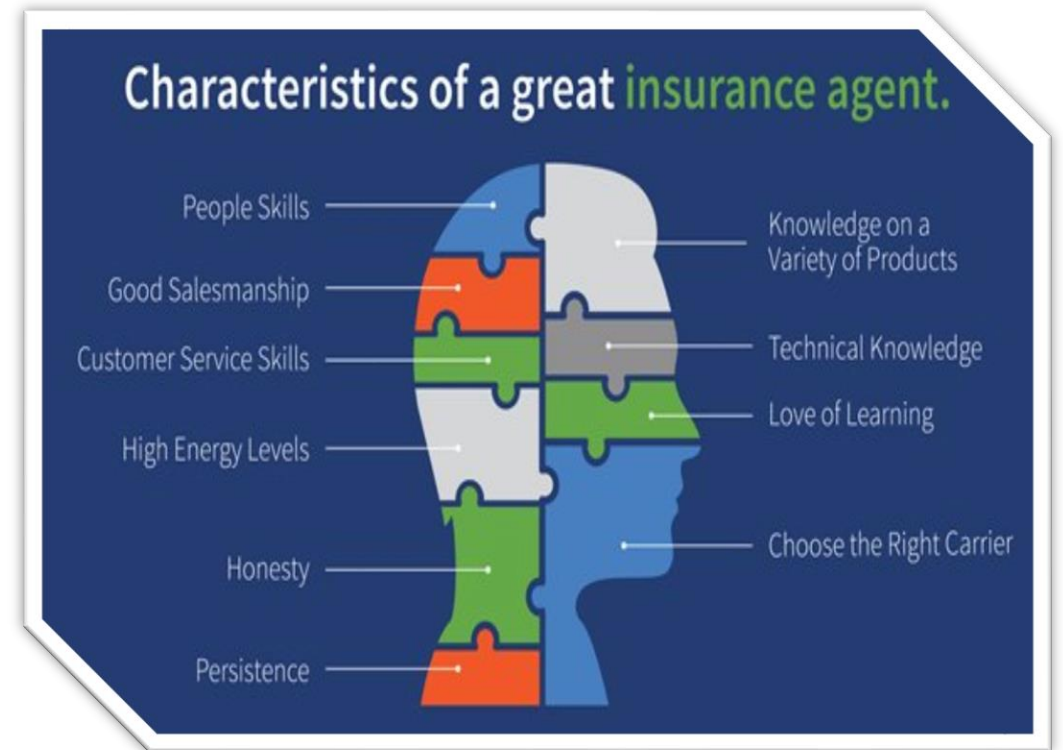


- **EARLY AFTERNOON** : confirm appointments
calculate premiums
monitor insurance claims
- **AFTERNOON** : meet the clients
training sessions



HOW TO BE A SUCCESSFUL AGENT

- **People skills**
- **Good Salesmanships**
- **Customer Service Skills**
- **High Energy Level**
- **Honesty**
- **Knowledge on a Variety of products**
- **Technical Knowledge**
- **Love of learning**
- **Continuous training**
- **Persistence**



SALES TARGETS

If you *don't forget the targets*



your efforts will be rewarded!