

SALES ACADEMY PROGRAMME



NIG FIRST – SALES ACADEMY

WHAT IS IT?

A new and exciting addition to this year's Academy is a programme of five 1 hour sales training webinars delivered monthly by our expert trainer, including themes your client facing staff have or are likely to face daily when dealing with your customers. The trainer will use coaching, situational and theory based techniques; focussing on a different key theme/s each week.

Places are limited to two per Brokerage.

When are they taking place?

MODULE	DATE / TIME
Session 1: Generating Leads and Networking	Thursday 14th June 10:00am
Session 2: Positioning and persuading without being pushy	Thursday 12th July 10:00am
Session 3: Negotiate and write profitable business	Thursday 27th Sept 10:00am
Session 4: Turn objections into opportunities	Wednesday 17th Oct 10:00am
Session 5: What sales winners do differently	Thursday 29th Nov 10:00am

All delegates who complete the programme must commit to attending all monthly sessions

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WHO IS IT AIMED AT?

These sessions are designed and developed to encourage your client facing, front line staff to have more confident, competitive and able conversations with NIG underwriters and your customers.

I'M INTERESTED, HOW DO I REGISTER?

Please email anisha.shamji@nig-uk.com in the first instance.

NIG FIRST – FIRST ACADEMY CONTACTS

We're really excited about this year's Academy and feel there is a great programme offering for our Brokers.

A great deal of thought and investment goes into tailoring training solutions to your business needs and we are committed to supporting your business and the development of your people.

Suz Diemer

NIG First

Head of Broker Propositions



Anisha Shamji

NIG First

Propositions Executive

