

## What Past Participants Say

“This course had a lot of dualities that worked together to make it more rounded and valuable: theory vs. practical application; underwriter perspective vs. broker perspective; and fun/engaging presentation vs. a serious attitude toward skills-building. You'll be able to start using your new skills and knowledge immediately in your professional life. However, you'll also find that a lot easily translates over for managing relationships and negotiating in your personal life.”

– **ZACHARY CRUTHIRDS** VELA INSURANCE SERVICES

“The class itself really makes you think about every single interaction you have daily. It gives you the opportunity to slow down and develop your sales and negotiation skills. It helps you understand how carriers/underwriters and brokers do business every day and what they value most of all. It gives you the opportunity to develop your value proposition clearly and concisely.”

– **TREY RENNO** RPS

“This program is the best yet! The small group approach and interaction with others during the class really set it apart from the others I've attended. I learned how to become a better sales person and learned some valuable lessons to practice in my personal life that I previously did not think about. I became more comfortable on how to effectively negotiate the deals I work on while practicing the selling skills I learned.

Our facilitator, Nancy Sells, was great at making sure she used real life examples that we can relate to. The course material was clear, concise, and easy to follow. I will highly recommend this class to my colleagues. It was totally worth it!”

– **LINDSEY LECLAIR** RPS

“The small group setting is ideal for learning. Also, the role playing is structured in a way (small table groups) where you are not intimidated and can practice techniques that you are learning through the day. The class moves along at a pace that keeps you awake and engaged. Well thought-out and put together materials.”

– **KRISTEN HORLACHER** SUPERIOR UNDERWRITERS

“Very valuable and applicable to what we do every day. Outstanding course that has drastically improved the quality and success of my sales calls.”

– **HANNAH HUGGINS** RPS

“It was a wonderful opportunity to take time to reflect on what I do, and how I could be better! While your clients may not always know if you didn't prepare, they will always know when you do!”

– **JENNIE CARR** ARLINGTON/ROE

“[I learned to] think more in-depth about my sales process and really break it down to a granular level.”

– **TAYLOR PATTERSON** AMWINS BROKERAGE