

Dynamics of Sales Management

Maple Grove, MN • February 19-20, 2019

Tuesday, February 19, 2019

7:30 AM - 8:00 AM

8:00 AM - 5:00 PM

Registration with Coffee and Rolls

- **Understanding the New Insurance World**
- **Your Agency: Growth or Maintenance**
- **Job Functions of Agency Sales Management**
- **Hunters vs Farmers**
- **The 3-Step Process - Overview**
- **Focus on Mentoring the Process**
- **Personality Styles**

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Coffee & Rolls

- **Employment Agreements**
- **Goal Setting**
- **Producer Compensation**
- **Training New Producers**
- **General Q&A**

Faculty – Interchangeable During the Program

Jeffrey W. Wodicka, CIC
Chairman/CEO
Casswood Insurance Agency, Ltd., New York-California

Thomas Allen Barrett, CIC, AAI
President
SIAA MidAmerica, Inc., Blowing Rock, NC

Address & Phone: **MN Insurance Agents & Brokers**
15490 101st Avenue North
Maple Grove, MN 55369
(763) 235-6460



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