



SPECIAL FORCE

When each individual life assurance companies are equally match in most aspects; size, products, benefits & commission, agents and channels, etc, the deciding factor that can help you advance your business is “partnership”. Not only you need to develop your own organization capability, you also need a right partner with common goal and strategic direction that can help you secure a leading market share.

“Special Force” was designed to equipped front and back office staff of Bancassurance, with understanding of alliance between Bank and Life Insurance company. The need to form a trust worthy relationship and conduce business with highest integrity. After all, who would want to do business with an “unfair” partner.



LEARNING OUTCOMES

- Develop negotiation skill and sales skill
- Able to find the mutual benefits and sustain the business relationship
- Understand the nature of Bancassurance business
- Improve analysis skills : market trend, products, customers demand, strength and weakness of company
- Understand and able to analyze key financial ratios for improving overall performance and benchmark with key competitors
- Improve teamwork skill and learn how to build teamwork to achieve team's goal
- Manage limited resources effectively to achieve the highest market share

Target Audience:

Class room size:

Training Program:

Staffs and Managers

20 – 36 people

1 Days Board & Computer Simulation