



12 WEEK PRODUCER TRAINING PROGRAM

Ready to enroll in a sales training program to actually produce results?

Based on the best practices of million dollar producers in the insurance industry, MarshBerry's RevGen teaches producers how to build a sustainable sales process.

What makes our training program better than the rest? We follow-up our two-day, in person seminar with 12 weeks of virtual training and coaching to ensure strategies taught are applied to real situations.

PRODUCERS LEARN ABOUT:

- Building a Sustainable Sales Process
- Niche Development
- Qualifying Prospects
- Opening Doors
- Mentorship and Producer Relationship

BEGINNING:

November 11-13, 2019
Omni Fort Worth Hotel
1300 Houston Street,
Fort Worth, TX 76102

PRICING:

Standard: \$3,299
Network Member: \$2,999
Current Coaching Client: \$1,499



MARSHBERRY
REVGEN

Register Today! www.MarshBerry.com/RevGen

Or contact Zack Pittman, Sales Performance Consultant • 440.220.4100 | Zack.Pittman@MarshBerry.com



800.426.2774 | www.MarshBerry.com



12 WEEK PROGRAM OVERVIEW

Specifically designed for the insurance industry, RevGen is a comprehensive training program designed to help new producers build a sustainable sales process. After kicking off the program with a two-day learning seminar, we continue the relationship with the producer, along with the mentor, to ensure results.

WEEK	REVGEN OUTLINE
Pre-work	Self Evaluation, Identify Mentors & Role
Week 1	On-Site Sales Seminar (2 Days)
Week 2	Sales Webinar
Week 3	1-on-1 Coaching Call
Week 4	Peer Call
Week 5	Sales Webinar
Week 6	1-on-1 Coaching Call
Week 7	Peer Call
Week 8	Sales Webinar
Week 9	1-on-1 Coaching Call (Final • Individual Strategy)
Week 10	Peer Call
Week 11	Wrap-Up Sales Webinar
Week 12	Final Progress Call (Producer and Mentor)

ONSITE SEMINAR:

The program begins with a two-day training seminar to learn a successful and repeatable sales process. This session will include different break-out groups, roleplaying, and roundtable discussion to not only learn the concepts, but how to apply them for your individual situation.

PEER CALLS:

All the producers in the program will jump on a call to discuss strategies and insight from different prospecting opportunities. This is a time to navigate through problem areas and gain insight from fellow peers.

1:1 COACHING CALLS:

This is your time to discuss current prospecting initiatives and progress. Our coaches diagnose the problem areas and shed light on new ways to gain business.

SALES WEBINARS:

We'll discuss different components of the sales process on these 30-minute webinars, including time for Q&A at the end of each session.

QUESTIONS?

Contact Zack Pittman,
Sales Performance Consultant
440.220.4100 | Zack.Pittman@MarshBerry.com



MARSHBERRY
REVGEN

Register Today! www.MarshBerry.com/RevGen



800.426.2774 | www.MarshBerry.com