



AGENTS RECRUITMENT.COM

Most Effective Ways Of Recruiting Insurance Agents

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From the Desk of Author

Dear Recruiters,



It gives me immense pleasure, when I read the feedbacks and the emails that you send me after using my training material. The feeling of satisfaction which I get, cannot be expressed in words. I am glad that my training material is helping many people like you to such a great extent. The training material has proved to be as a tool to great success and even as a professional life saver for many of the recruiters in insurance industry. Let me be very honest with you by accepting that, when I was developing this training material, the only thing which was in my mind was, my experience should be of good use and should help people who are still struggling to success in their careers, but never though that I would get such an overwhelming response.

Ok, now for those who are the first time visitors on my website, let me brief you on what my training material is all about and how it helps you recruit quality of insurance agents and in quantity as well. Friends, we all know that to survive and to excel in insurance industry we need to have a productive team of insurance agents. My training material helps you to source the insurance agents segment wise and even guides you how to execute the recruitment activities with a proper approach which will generate quality insurance agents. I have studied and observed the recruitment process which many of the insurance recruiters execute and have understood the errors which they commit. These errors are always related to the approach and the way of executing any recruitment activity.

In this prospectus you will be having the glimpses of what are you going to get in my training material, 'Recruiting Agents (Edition I)'. The training material is broadly divided into three sections.

Prospecting

Here, we will be exploring the basics of prospecting and some approaches to prospect insurance agents.

Active Activities

Here, we will be exploring those recruitment activities where we personally meet our prospective insurance agents and pitch them the insurance agent's career opportunity.

Passive Activities

In passive recruitment activities we will be understanding various recruitment activities which are conducted for generating database of the targeted segment.

Friends, in this training material, I am giving you my decades of experience in hardcore recruitment of insurance agents. Everything which has been explained in this training material has been practically tried and tested in live situations and with live people. It has been giving great results to people like you who are following it in an exact manner as described in the training material.

With this note, let me wish you the best of luck in your professional careers and happy recruiting.

Ravi Takle 

Recruiting Agents (Edition 1)

Recruiting Agents (Edition 1), a training material which you will be ordering will contain PDF files with the following contents in three different folders Prospecting, Active Activities and Passive Activities



Prospecting

Folder	Folder containing PDF files	Content
Prospecting (We introduce you to the different techniques of recruiting insurance agents)	Prospecting (main file)	Exploring your Natural Market
	Annexure 1 : Format for tracking your Natural Market (Excel)	Exploring your existing agent's natural market
	Annexure 2 : Cold Calling and Referral Calling scripts explained in detail	Cold Telecalling & Referral Telecalling
	Annexure 3 : Personal Observation Script	Personal Observation
Introduction to Active Activities		
Introduction to Passive Activities		

Active Activities

Sr. No.	Folder	Folder containing PDF files	Targeted Profiles
1	Kitty Party	Kitty Party (main file)	Activity focused on recruiting Housewives / Female Agents profiles
		Annexure 1 Telecalling script for booking appointment with the Organizer	
		Annexure 2 Script for pitching kitty event on personal appointment	
		Annexure 3 Rabbit, Arrow & Wall Game	
		Sample of Invitation Cards (Folder)	
2	Seminar for Professionals (Doctors / Chartered Accountants)	Seminar for Professionals (Doctors, Chartered Accountants etc.)	Activity focused on recruiting Professionals like Doctors or Chartered Accountants profiles
		Annexure 1: Strange Legal Facts, Strange Medical Facts & Funny & Famous Accountants	
		Annexure 2: Telecalling script for booking appointment with the professionals	
		Annexure 3 : Script to be used at the appointment with the professionals	
3	Club Gathering / Recreational Gathering	Club Gathering or Recreational Gathering (main PDF)	Activity focused on recruiting Club Members includes working professionals from different Industries or from Same Industry
		Annexure 1. Telecalling script for booking appointment with the Club President. (PDF)	
		Annexure 2. Invitations (Folder)	
4	Mall Walkathon	Mall Walkathon (main PDF)	Activity focused on recruiting Youngsters, Housewives & Working Professional visiting the mall
		ANNEXURE 1 Involvement Data Collection Form (PDF)	
		ANNEXURE 2 Telecalling Script for Involvement Approach or Engagement Approach (PDF)	
		Connect the Dots Puzzle - (Video Solution)	
5	Residential Society Activity	Residential Society Activity (main PDF)	Activity focused on recruiting Retired People & Housewives
		ANNEXURE 1 Indian Festival Calendar (PDF)	
		ANNEXURE 2 Script for getting permission from Society President for the Activity (PDF)	
6	Salad Competitions	Salad Competitions (main PDF)	Activity focused on recruiting Housewives / Female Agents

Passive Activities

Sr. No.	Folder	Folder containing PDF files	Content
1	Fish Bowl	Fish Bowl Activity (main PDF)	Activity focused on generating database of Housewives, Professionals & Students, who looking for earning opportunities
		ANNEXURE 1 Data Collection Slips for Beauty Parlor (PDF)	
		ANNEXURE 2 Telecalling script for Fish Bowl Database Calling.	
2	News Paper Advertisements & Inserts Activity	News Paper Advertisements & Inserts Activity(main PDF)	Activity focused on generating database of Local General Public
		ANNEXURE 1 News Papers with their Circulations (PDF)	
		ANNEXURE 2 News Paper Advertisement Samples (Folder)	
		ANNEXURE 3 Inbound Enquiry Handling Script (PDF)	
		ANNEXURE 4 Enquiry Management Sheet (Excel Sheet)	
3	Contest on Radio Station	Contest on Radio Station (main PDF)	Activity focused on generating database of Local General Public
		ANNEXURE 1 Radio Stations in India (PDF)	
4	Local TV advertisements	Local TV advertisements (main PDF)	Local General Public
		ANNEXURE 1 Inbound Enquiry Handling Script (PDF)	
5	Desktop Wallpaper Ads in Internet Cafes	Desktop Wallpaper Ads in Internet Cafes (main PDF)	Professionals & Students, who looking for earning opportunities
		ANNEXURE 1 Samples of Desktop Wallpapers(Folder)	
		ANNEXURE 2 Telecalling Script for Desktop Wallpaper database. (PDF)	
6	SMS campaign and Cold-Calling on Database	SMS campaign and Cold-Calling on Database (main PDF)	Target Segments depends on the database collected
		ANNEXURE 1 :Telecalling Script for Database (PDF)	

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BONUS Recruitment Activity

Sr. No.	Folder	Folder containing PDF files	Content
1	Recruiting Day-One MDRTs	Recruiting Day-One MDRTs (main file)	Activity focused on recruiting agents who can achieve their MDRT membership on the VERY FIRST DAY of their official joining
		Annexure 1 Sample of Telecalling Script for inviting to the MDRT seminar	
		Annexure 2 Sample of MDRT Seminar Presentation	

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Bundle Pack (Edition 1 + Edition 2)

today and explore all the great techniques of recruiting insurance agents, which have delivered great results to the insurance recruiters around the world.

It contains 24 Most Productive Recruitment activities from both the editions



2BONUS Recruitment Activities

- Recruiting Day-One MDRTs
- Recruiting Agents through Social Media Marketing

Download the Bundle Pack
of Recruiting Agents
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Recruiting Agents (Edition 2)

Most Effective ways and techniques of recruiting insurance agents.



BONUS Recruitment Activities –

Recruiting Agents through Social Media Marketing

(This BONUS recruitment activity is focused on generating database, leads and creating awareness through Social Media Marketing and Other internet Tools like Facebook, LinkedIn, Blogs, Email marketing etc.)

Download Edition 1

today and explore more professional techniques and approaches of recruiting insurance agents.



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