

Producer 35

Planning	Time Management	Basic insurance Knowledge	Deal Strategy	Internal Team Communications
Persuasion	Communication	Presentation Skills	Niche Specialty	Entry Execution
Question Asking Skills	Motivation and Energy	Closing Skills	Leadership	Financial Skills
Relationship Mgmt	Emotional Intelligence	Problem Solving	Handling Tough Issues	Design and Present Visuals
Story Telling	Industry Experience (to draw from)	Advanced Insurance Knowledge	Business Acumen	Networking Skills
Managing a Pipeline	Organizational Skills	Selling Internally	Agency Product Knowledge	Handling Objections
Team Workflow Mgmt	Carrier Knowledge	Understand and Deliver Solutions	Handling Objections	Understanding Risk