

Client Story:

## Leading Life Insurance Company

A leading Life Insurance company in India wanted to embed a growth mindset within 100 senior leaders covering all key channels- BANCA, Agency, Group Business and others. The organization wanted to equip these leaders with deeper sales strategy and management skills. The audience included AVP's to ZVP's.



### APPROACH

- InspireOne worked with the client to create a 9 months journey
- Participants went through 2 programs covering Strategic Planning, Growth Mindset, Decision Making, Innovative Thinking and People Management
- Each workshop consisted of case studies, simulations and practical application exercise
- Workshops were followed up with individual projects supported through supervisor and group coaching sessions
- 100 sales growth projects were implemented on areas like persistency, business growth and customer segment growth

### OUTCOMES

- Visible change in the participants leadership behaviors
- Measurable change in key vectors including:
  - Persistency
  - Asset Base Penetration
  - Seller productivity