AGENT BUILDER™

Build your career and your business with Agent Builder™

IFC National Marketing's proprietary staff augmentation solution for insurance agents and financial advisors.

Through this program, IFC will locate and recruit potential agents who are interested in the insurance and financial services industry and will introduce them to you. We will then determine the training that best fits your agency's needs. Whether that's Medicare, Life, Annuity, Individual Health, Group Health, or Administrative support, IFC trains agents and gets them ready to sell for you.

COURSE DESCRIPTIONS

65+ Medicare

This three-week long bootcamp plants the seeds for agent growth by helping them become licensed, certified, and trained to sell all the Regional and National Medicare carriers that are most prominent in Minnesota. This includes products like Hospital Indemnity, Dental, Vision, Part D, and more. Enrollees learn how to deliver Medicare 101 presentations, as well as cold calling practices for a Turning 65 lead program. In short, after this course agents will be prepared to deliver income-producing results the day they hit your doorstep.

Participants are trained on various quoting systems, CMS rules and guidelines, and CRM best practices, and complete a CAPS® (Communication, Awareness & Persuasion Skills) workshop proctored by our coach Dave Thesing.

This class is the most in-depth and rigorous training we offer at a cost. We also have a virtual option of this course that is offered to agencies across the country.

Life

Learn the ins and outs of life insurance, including how to approach a sale and educational tools and technologies agents will use in the field.

Group/ICHRA

Learn what group insurance is, who it's for and how to sell it, and gain an understanding of ICHRA and how it affects the group insurance market. Enrollees will also learn how to use tools and technologies that help support the selling process.

Individual Health

Under-65 health insurance will expand any agent's repertoire. This class teaches the basics to get agents started by learning how to create a needs analysis and fact finder; use MNsure and other quoting systems; present to clients; and teach them about under-65 health. Upon completion, agents will be able to add this line of business to their practice and create more opportunities to service their community.

Annuity

This course teaches agents what an annuity is, who it is for, and how to present it to a client. Enrollees will benefit from case studies of situations that may arise and presentations from elite producing annuity agents in the field. This is an introductory course to show how expanding your practice to include annuities can increase profitability.

Admin

Admin Builder is designed to train administrative employees who work for agents and agencies. This class focuses on education for Medicare products, resource gathering, needs analysis, and best practices for administrative staff. Learn about the different types of products available, MedicareCENTER training, carrier resources, process of applications and claims, and CMS rulings. Proficient administrative staff is essential to a well-run agency, and IFC can help you achieve this goal.

We are incredibly proud to provide a solution to the long-standing obstacle of agent training within the industry, and even more excited to make it happen!

IFC National Marketing
AN INTEGRITY COMPANY

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