SDI 7 TRAINING through Digital Media

TDI ACADEMY

SDI 7 TRAINING

THE DIGITAL INSURER

TRAINING through Digital Media (Digitally Training)

A review of proven methods to digitally train & develop advisors using online programmes, Regular Reviews, Joint Work, and Group Training

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Episode 7.1 — Digital Training

Episode overview: Training and developing advisors in the new digital world offers improved opportunities. From changes in the accessibility of online learning to the use of virtual technology, the training process has become increasingly digitised. This episode explains how digital has impacted the key areas of advisor training while discussing opportunities to implement consistent digital advisor training.

Episode 7.2 — Regular Reviews

Episode overview: The regular performance review is one of the most effective advisor development tools. Through implementation of a formal process, a leader can uncover performance deficiencies and provide remedial activities. This episode explains the importance of conducting regular reviews and the advantages of analysing performance while identifying a process and some of the key areas to regularly review.

Episode 7.3 — Joint Work

Episode overview: Many leaders/mentors would agree that Joint Work is one of the most satisfying and effective methods of advisor development, and understanding the different digital approaches to Joint Work with advisors will provide lasting benefits for the leader and their team. This episode explores the opportunities of Joint Work and the advantage of working with a leader or mentor while discussing some key areas for conducting Joint Work.

Episode 7.4 — Group Training

Episode overview: Group Training offers many advantages from efficiency in delivery to participant synergies, Group Training is one of the most implemented forms of advisor development. Through digital innovation, Group Training provides a digital leader with enhanced benefits when developing a team of advisors. This episode defines the opportunities of Group Training while identifying the process and a few key areas to conduct Group Training.

Episode 7.5 The S7 DLP

Training with proven digital methods to develop self-reliant and productive producers

Planning Overview: In Season 7, the Digital Leader Planner focuses on the key areas of training digital advisors. The DLP does not replace the existing planning process, but supports and provides a digital layer of planning detail. This Planning Episode shows how the design of a basic plan starts with identifying an overall training plan and benefits from conducting Regular Reviews, Joint Work, and Group Training.