

CBN and QBE course wrap up

CBN and QBE recently hosted an exclusive Authorised Representative specific professional development accredited course on the 17th of September at QBE Training rooms at Docklands. This workshop provided the tools, strategies and fundamental skills to help grow our AB's businesses by focusing on the following topics:

- Business Planning and Customer Value Propositions
- Coaching
- Customer Conversations & Negotiations skills
- Insurance Markets

This one-day training course earned all participants 7.5 ANZIIF and 6 NIBA points whilst providing the opportunity to collaborate and share experiences with peers in an informal networking forum.

We hope to roll out this exclusive training event in all states over the coming months. Please keep a look out for your exclusive invitation!

