

Selling Employment Services

Duration: 1.45 hrs

Presenter: Brian Dunk FCII DipM Chartered Insurer

Key seminar points:

- The changing market and the case for retainer services
- Business models compared
- What's in a retainer and how to price them?
- How to fit insurance seamlessly around your retainer
- Marketing and sales tips
- Choosing your partner

Programme of events Autumn 2016 –Part 1

**If we have not as yet scheduled a suitable venue for you -please register and ask for availability. All events are provisional and subject to demand.

Date and time	Location
11am 6 September	Okehampton
2pm 13 September	South Wales/ Cardiff
2pm 18 October	Bromsgrove
9.30am 19 October	Nuneaton
2pm 1 November	Stafford
9.30am 2 November	Warrington

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Date: Venue:

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