

# 1-On-1 Coaching

*“You don’t close a sale, you open a relationship if you want to build a long-term, successful enterprise.” ~ Patricia Fripp*

So that we can tailor a unique and impactful coaching session for you; please take some time to fill out the form below. This will help us to understand what you need, want, and expect from your insurance business. Please be as specific as possible. Once you have submitted the form, an AHCP coach will reach out to you and schedule your 1-on-1.

First Name

Last Name

Phone Number

Email

Agency Name (if applicable)

|   | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree |
|---|-------------------|----------|---------|-------|----------------|
| The primary reason I am in the insurance business is to make money. |                   |          |         |       |                |
| I am in the insurance business because I want to help people.       |                   |          |         |       |                |
| Insurance has always been my passion.                               |                   |          |         |       |                |
| Insurance is a means to an end.                                     |                   |          |         |       |                |
| I prefer phone sales rather than in person.                         |                   |          |         |       |                |
| I consider myself a need-oriented sales person.                     |                   |          |         |       |                |
| I take time to build rapport with my clients.                       |                   |          |         |       |                |
| I am a competitive sales person and like incentives.                |                   |          |         |       |                |
| Making my monthly sales goal is the most important thing to me.     |                   |          |         |       |                |
| I like to stand out and be creative with my sales approach.         |                   |          |         |       |                |

What tangible item would you like in the next 90 days?

What emotional/non-tangible item would you like in the next 90 days?

What items do you need to get started and stay on track to attain your goals?

My income expectations for the next 90, 180, and 365 days are as follows:

I can commit the following time to building my insurance business:

Full time

Part time

How far would you travel for an appointment?

Do you work from home or a business location?

How many years have you been in the insurance industry?

What is your marketing budget for the next 90 days?

What type of business do you mostly write, Group, Individual, CI, Senior?

Do you work independently, or with a team?

What are your strengths?

What are the key areas of business that you would like help with during your session?

Additional comments.

[\*Click Here to Submit Your 1-on-1 Coaching Request\*](#)