



Professional Training for the Insurance Industry

Management, Sales & Marketing, Customer Care,
Finance & Planning and Personal Development

Used by over 40% of FTSE 100 companies



PTP
Practical Training for Professionals
www.ptp.co.uk



Why do Insurance Companies choose PTP for their Training?



PTP is one of the UK's leading training companies offering quality and inspirational training throughout the UK. It has worked with a significant number of clients within the insurance industry as well as within the wider financial sector. It lists companies such as Zurich, esure, Barclays and Ernst & Young among its client portfolio.

Insurance companies choose PTP for training because of their pedigree. PTP provide high quality training, delivered via small groups, allowing practical and enjoyable sessions which aim to be 100% relevant and beneficial to every delegate's professional life. All groups, whether public or in-house, are limited to a maximum of ten attendees to ensure the full involvement and interaction of all delegates.

Our training for insurance professionals is designed to motivate and stimulate them as well as provide vital additional skills and competences which they can implement immediately and which have a positive impact on how they work. All PTP's courses have been approved for CPD (Continuous Professional Development) by the Law Society. The Law Society adopts the same high standards within training that would be demanded by all the major insurance professional bodies.

Delegates within the insurance industry will also benefit from PTP using only the most talented of training consultants. They undergo the most rigorous of selection procedures to be part of our elite team – which even includes training PTP's own MD! Our consultants are chosen from hundreds of applicants every year for their passion and enjoyment of the subjects they are delivering as well as their excellent business skills and impressive track records.

A winning combination of stimulating training programmes and the best trainers in the country means we have an impressive client list including Airbus UK, Mercedes-Benz, Nokia, The Ombudsman Service, Panasonic and Deloitte. In fact over 40% of FTSE 100 companies use PTP for their training needs.

Our Experience within the Insurance Industry

Since its inception in 1991, PTP has worked closely with professional people working in the insurance industry to help enhance their skills across all business areas.

Clients include:

- Admiral
- Axa Sun Life Direct
- Bartlett & Co
- Car Care Plan
- Churchill Insurance
- CIS Co-Operative Insurance Services
- Endsleigh Insurance Services Ltd
- esure.com
- Royal Liver Insurance
- Standard Life
- Thomas Miller & Co. Ltd
- Zurich

A Practical Example: PTP and esure.com

esure.com wanted to provide a coaching system for its managers to improve individual performance, enable them to deal with certain issues they and their staff encounter due to the nature of the work such as defensiveness and give them an understanding of key coaching styles. The coaching system used needed to be cascaded down from management level to all staff to boost performance levels across all tiers. esure.com also wanted to use the training as a gauge for future staff development.

PTP answered the brief completely and provided informative and useful training sessions in Coaching Skills to a significant number of managers who have been able to implement the new ideas and approaches. PTP also provided material for internal coaching programmes and supplied the framework for assessing future training requirements.

Delegate feed back was extremely positive:

“Excellent – delivery gave me a new focus on coaching skills and techniques.”

“Content spot on.”

“Trainer was extremely enthusiastic and this rubbed off.”

“Pace of course was perfect.”

Your Training Options

PTP offer some of the best value for money training on the market today providing the flexibility to ensure its programmes suit the needs,

To this end it offers four training options:

- In-house training package for up to 10 delegates
- Small group public courses held at major towns and cities across the UK
- U-Choose – with a minimum of two delegates you can choose a venue, date and training programme specifically to suit you
- 1-2-1 Training and 1-2-1 Director Training – individual training at your work premises

Companies and individuals can choose from over 150 programmes in the core subjects of Management, Sales and Marketing, Finance and Planning, Customer Care and Personal Development. All our programmes can be tailored to meet the specific needs of our clients and training involves using delegates' own real work situations rather than using hypothetical situations. This gives more meaning and relevance to the training.

All training packages include:

- A top UK training consultant
- Fully comprehensive training course manuals for every delegate
- Framed certificate of attendance for every delegate
- A delegate evaluation form
- An action plan allowing for follow up actions and targets to be monitored

In-house programmes additionally offer:

- An option to choose the trainer who you believe will best suit your needs
- A pre-training conference call with the training consultant to ensure the programme content matches your requirements
- Use of your company logo on all material
- All mainland UK travel and accommodation for the training consultant included in the cost so no hidden extras

“The best training course my team
has ever been on.”

Sarah Tunstall

Publishing Director – Insurance Times (Southern Magazines Ltd)

How to Book

Call our sales team on **0845 660 3860** to discuss how we can help you meet your training needs for insurance professionals or visit **www.ptp.co.uk**

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