

**EMPOWER**  
DEVELOPMENT

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Developing insurance professionals



# AWARD WINNING DEVELOPMENT OF INSURANCE PROFESSIONALS

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[www.empowerdevelopment.co.uk](http://www.empowerdevelopment.co.uk)



## We are expert providers of learning solutions to the insurance market

We pride ourselves on knowing exactly what it takes to succeed in our industry and have developed both technical and professional skills training and resources to provide individuals and organisations with the skills of today and tomorrow.

When you work with us, you can rest assured that you are getting the very best training for your career in the insurance industry.

We are extremely proud to receive recognition for the work we do. Our awards show that we are a trusted training and development partner to the insurance industry.

*'Empower Development really put learners' needs front and centre'*

L&D Partner, HDI Global



*Trailblazers in the development of insurance professionals.*

Find us on



YouTube



Tik Tok

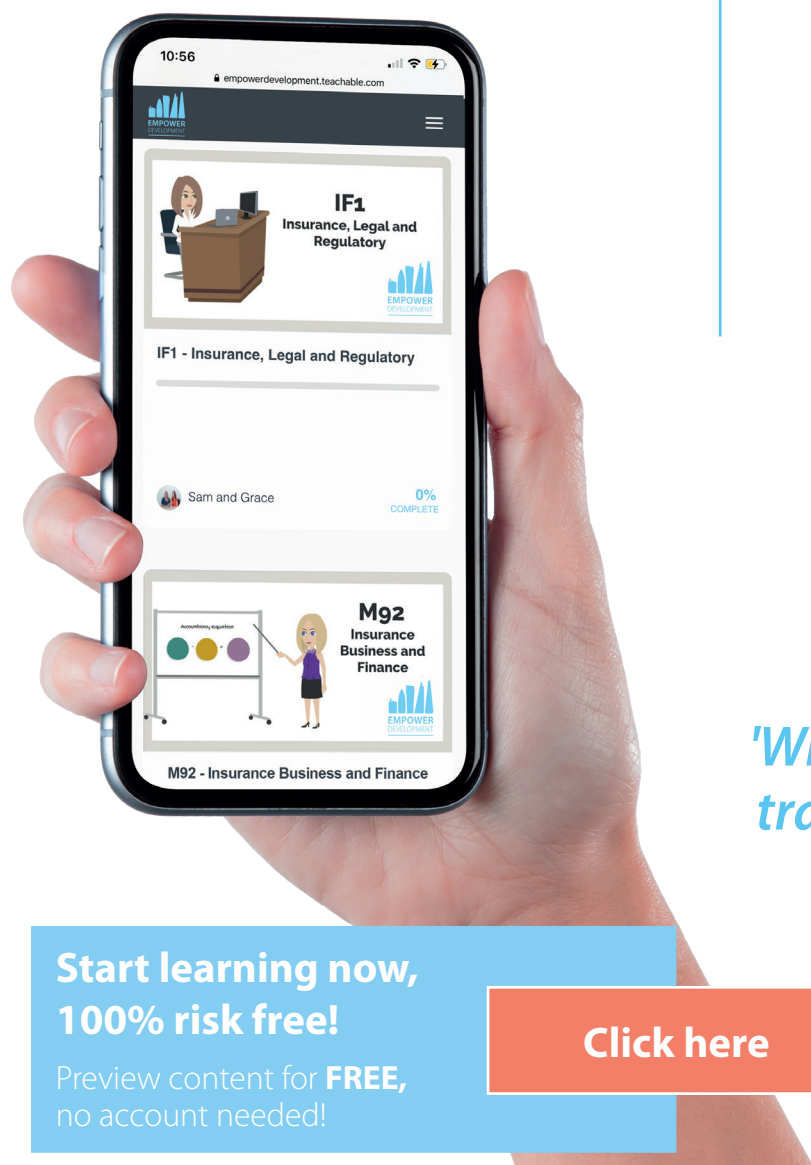


Empower Talks  
Podcast



## CII REVISION SUPPORT MADE SIMPLE

Sail through your CII qualifications with help from the experts in CII revision!



- Hours of on-demand videos
- Key principles broken down
- Mind maps and checklists
- Practice exam questions
- Assignment guidance
- Subtitles and audio only included
- ... and so much more!

*'It's a game changer!'*

Learning and Development Manager,  
Starr Underwriting

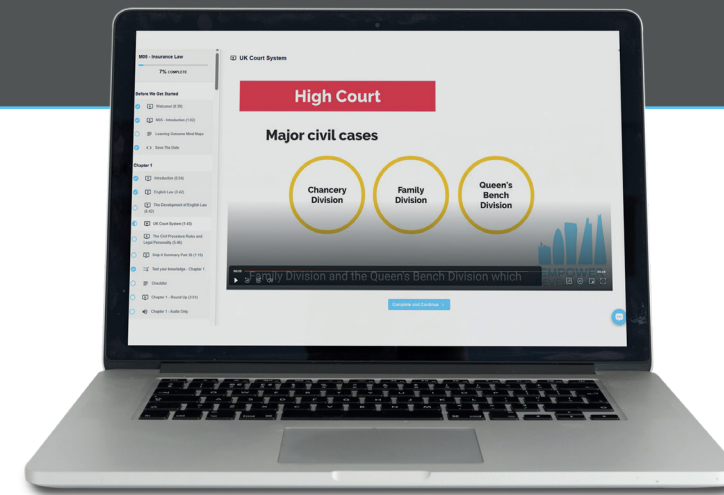
*'Without doubt, one of the best  
training tools I've come across  
for studying'*

Student

Start learning now,  
100% risk free!

Preview content for **FREE**,  
no account needed!

[Click here](#)



**YOUR TICKET TO  
CII SUCCESS!**

Our on-demand study solution will walk you through course material, step by step, using techniques that make the content memorable, easy to understand, and fun. To date, we've helped thousands of students get through their exams with ease.

**Now it's your turn!**

**What will you learn?**

Our courses cover all the learning outcomes for key modules at Certificate, Diploma and Advanced Diploma level.

Gain the knowledge required for your exam



and support needed for your assignments with our 'GAME-CHANGER' approach, allows you to access support whenever and wherever you want.

That's not all, we provide ongoing support to all CII students with **FREE** live webinars and Q&A sessions.

**Come and join our community  
of students.**

*'Our re-sits have reduced by 50%  
since offering this support'*

L&D Manager, Miller

Click below to view our  
competitive pricing

[Click here](#)

**Contact us today to find out about business and individual access.**

# EARLY CAREERS

Early talent is the future of our industry.  
Getting their learning strategy right is paramount.

**Empower development** is the go to provider for early careers training. We work with companies across the market to build bespoke learning Programmes to equip graduates, apprentices and interns with the essential competencies to set them up for success.

All courses can be tailored and contextualised to your cohort needs and business agendas. We offer fully blended, immersive learning experience combining business simulations, workshops and independent study for on the job application.

## TECHNICAL PROGRAMME

- Intro to Insurance
- Roles with Insurance
- Insurance Jargon
- Insurance Simulation
- Into Reinsurance
- Insurance Documents
- Classes of Business
- Structure of the Market
- Practical Handling of a Claim
- Practical Pricing of a Risk
- UW Portfolio Simulation
- Market Developments and Emerging Risks



Emma Ackers  
Learning Specialist,  
Technical Training

*'Empower Development  
has become our trusted  
advisor for our Early Careers  
Development offering'*

HR Business Partner, Chaucer

## SOFT SKILLS TRAINING

### On the Right Foot

Setting expectations and establishing a positive impression

### Building your development plan

Goal setting, career goals, SWOT analysis and development mindset

### Establishing business relationships

Establishing rapport, trust, and positive body language

### Introductory communication skills

Channels of communication and etiquette; email, phone and meetings

### Developing your personal brand

Creating a positive and authentic image, personal values, LinkedIn and communicating with confidence

### Time management and professional effectiveness

Prioritisation, To-Do lists, managing expectations

### Building your insurance network

Insurance networks, Building confidence networking, initiating conversations and following up

### Negotiation and Influence

Seeking win/wins, desirables and essentials, market considerations

### Presentation Skills

Designing and delivering high impact presentations

### Managing your insurance career

Careers goals, actions and overcoming challenges with resilience

## Early Careers Support



**Springboard** is our early career networking group; designed specifically for those in their first insurance role. Offering a calendar of events to support those taking their initial networking steps, Springboard removes the barriers to networking.

[Click here](#)

TO LEARN MORE

## FAST START

**Fast Start** is the only training programme combining hands-on learning and self-directed study to teach technical skills to new insurance professionals. No gruelling schedule or difficult tests – just fun, practical activities that help build the foundation of a successful career in insurance.

[Click here](#)

TO LEARN MORE



# DIVERSITY, EQUITY AND INCLUSION

## Belonging in Insurance

When we feel included and accepted for our authentic selves at work, we can truly belong.

We believe everyone should feel they belong in the insurance industry, have access to career progression and be engaged in a culture of diversity and inclusive spaces.

Our Belonging in Insurance portfolio is a Programme of courses designed to help you build more inclusive, collaborative and equitable teams.

DE&I is not just another buzz word but the key to unlocking lasting, meaningful change in the landscape of your organisation.

Conversations are great but now is the time for action. If you're ready to be part of the change, please get in touch!

[tosin@empowerdevelopment.co.uk](mailto:tosin@empowerdevelopment.co.uk)

### OUR COURSES INCLUDE:

- Return to Work Coaching
- The Power of Multigenerational teams
- Unconscious bias and belonging
- Inclusive meeting management
- Resilience and mental Health at work
- Active allyship
- Inclusive Leadership

[Click here](#)

TO LEARN MORE



Tosin Falope  
Senior Training Consultant,  
Soft Skills & DE&I



## Women With Presence

This programme helps women in insurance gain the confidence needed to take the next steps in their careers.

Whether new to a role, or starting to feel stuck, *Women with presence* helps participants figure out where they want to go and offers practical, actionable advice on how to get there. This popular programme is regularly included in our public schedule and can be tailored and hosted internally if required.



### COURSE OBJECTIVES

- Identifying and overcoming the barriers to your career goals
- Increasing your influence in meetings
- Projecting more confidence and authority
- Getting work that supports your professional development goals
- Conducting effective and meaningful career conversations
- Increasing your market presence
- Positively engaging with politics in the workplace

*'Practical realistic advice and counselling, very impressive results oriented approach. They have listened and come up with a programme that has tangible benefits for the women in the insurance industry.'*

Women in Insurance Awards 2021



# PROFESSIONAL DEVELOPMENT AND SOFT SKILLS

Soft skills development is the key to career success and longevity

Regardless of your role within the industry, having a solid foundation of soft skills is critical to career progression, working effectively in teams and forging strong business relationships.

Our soft skills courses range from **1 hour to full day** sessions that can be delivered virtually or face to face. The sessions are designed to be fully interactive whilst still giving attendees time for self reflection and personal goal setting.

## SOME OF OUR MOST POPULAR COURSES ARE:

- Enhancing your personal brand
- Presentation Skills
- Advanced written communication
- Communicate with confidence
- Building business relationships
- Elevating your confidence
- Supercharge your professional efficiency
- Managing your career
- Increasing your influence

*'Empower Development take the time to understand your needs and work collaboratively with you in finding the right solution'*

L&D Partner

## Bitesize Courses

Our bitesize solutions (including Lunch and learn and Tea and teach) are ideal for organisations embedding a learning culture around busy schedules. Delivered virtually or in-person, these workshops share key learning outcomes in a time-efficient way.

### Some topics include:

- The secret to successful business relationships
- The art of influence
- Navigating office politics
- How we get promoted
- Dealing with conflict
- Understanding body language
- Career development plans

## Coaching

Career development challenges and goals are unique to us all and sometimes we need a personalised solution. Within our 1:1 coaching you will create a tailored programme to best suit your needs. Whether you need a quick coaching session to prepare for a crucial presentation, or have a long-term view to work towards your next role, a bespoke solution can be designed to help you achieve your goals.



## Team Development

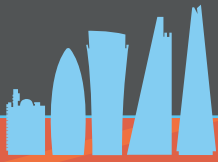
### Myers Briggs Workshops

Our Myers-Briggs team workshops allows team members to better recognise the strengths that other personality types bring to a team, and the power that results from multiple types working well together. We work with you to gain greater awareness of individual strengths in order to build high performance teams.

### SDI Workshops

Strength Deployment Inventory is a powerful tool to help teams to understand and influence the motives that drive behaviours. SDI explores people's basic need to better understand themselves and those around them. We deliver facilitated sessions to help you build team strategies and action plans.





**EMPOWER**  
DEVELOPMENT

## WE WORK WITH...

  
**HISCOX**

**chaucer**  
A China Re Company

 **ALLIED  
WORLD**

**HDI**

**STARR**  
INSURANCE COMPANIES

**ISC** THE  
INSURANCE  
SUPPER  
CLUB

  
**Miller**

  
**MARKEL**

 **cfc**

**Lloyd &  
Whyte**

  
**CLEGG GIFFORD**  
STRONG INSURANCE FOR A TURBULENT WORLD  
INSURANCE BROKERS

**AXA**

**Click here**

**Book a call now  
to learn more**

### Get in touch

To find out more please email [info@empowerdevelopment.co.uk](mailto:info@empowerdevelopment.co.uk)

Watch our website overview video: [tinyurl.com/2p9bnmsu](https://tinyurl.com/2p9bnmsu)

**To follow us on social media search 'Empower Development'**

