



Creating a Learning Culture in your Agency!

Continuous Learning...Skill Agility...Critical Thinking...Learner-Centered – It all starts with creating a Learning Culture where employees are encouraged, supported and motivated to seek learning opportunities.

This chart from the Association of Talent Development (ATD) provides a solid comparison of Training Culture versus Learning Culture. Does your agency have a training culture or a learning culture?

Training Culture vs. Learning Culture



With many team members now working remote now or unable to co-locate in the office together, best to schedule focused conversations about “learning plans” with every employee – individually. Aim to spend 20-30 minutes with each team member to discuss learning, growth and their career.

- Learning needs to be personalized / individualized
- Learning exists in many modes – online, e-book, research, virtual webinars, collaborative projects, readings, certificate programs, etc.
- Learning should be shared. Encourage teach-backs, best practice recommendations, etc.
- Learning should create spark for new ideas and inventions.

- Learning should create next-role-readiness.

Learning must be continuous and ongoing. Prior event-driven training does not deliver the return-on-investment in today's operational settings.

Plan and start the learning conversations today!

About My Agency Campus: MyAgencyCampus™ is the go-to site for agents and brokers seeking to onboard and develop staff with comprehensive coverage online courses, business skills and leadership modules. Special course bundles are available by job role: insurance sales, service, interns and leaders. Content is expertly designed on an engaging platform with measurable results. This solution is budget friendly- no monthly fees or travel. CE credits available on select bundles. Over 200,000 completed courses to date. Come join the 1,000+ agencies that have had success with our programs! Start-up is very simple – visit the site, select your training and go! <https://www.myagencycampus.com/>