[](https://twitter.com/midkentcii)

YPC Academy Application Form

Member’s Name: ………………………………………………………………………………………………………………………………

Company: ………………………………………………………………………………………………………………………………………..

Position at company: ……………………………………………………………………………………………………………………...

Recommended by: …………………………………………………………………………………………………………………………..

Position: ………………………………………………………………………………………………………………………………………..

*I agree to a company contribution of £60.00 for the above person to be part of the Young Professionals Council Academy 2017/18 and to participate in the seven training sessions.*

Signature of member: …………………………………………………………………………….

Signature of company sponsor: ……………………………………………………………….

Please make payment to the Mid-Kent CII using the following bank details below, stating the members name as the reference of payment

**Account Name: The Insurance Institute of Mid-Kent**

**A/C: 70476188**

**Sort Code: 403106**

A quick overview of the Academy Sessions:

**Session 1 – Concise Time Management – 1 hour – September**

Overview – Managing time is impossible, controlling your day is very possible. The aim of this hour session is to regain 20% control over your work schedule.

**Session 2 – Influencing Skills – 2 hours – October**

Overview – The aim of this workshop is to help others make the right decision, knowing what to do and say in order to create a positive impact.

**Session 3 – Digitalisation in Insurance: Setting yourself up for success –Hopefully 2 hours - November**

Overview – How to improve your LinkedIn profile to create a professional brand online

**Session 4 – Emotional Intelligence – 1 hour –December**

Overview - To differentiate between having an emotion and doing something about it. It will introduce and establish the importance of emotional intelligence.

**Session 5 – Overcoming obstacles and client barriers – 1 and a half hours - January**

Overview – To look at challenges and barriers posed by clients and overcoming them. To understand techniques to help retain clients and looking at different ways for growth.

**Session 6 – The path to success – February**

Overview – To learn what it takes to be successful in your career. A successful MD will be speaking about his career path and the steps he had to take to get there.

**Session 7 –Team building activity evening – 2 hours - March**

Overview – To get everybody in the group working together as a team. Participating in fun mental and physical games.

**Final Session - Award presentation March/April 2018 – Presented by Jamie Lewis, Mid Kent CII** **President**

We hope to see some colleagues there. Please feel free to contact me if you have any queries on the academy, by emailing me: [rachealnoble@astonscott.com](mailto:rachealnoble@astonscott.com)

Thank you,



Racheal Noble, Chair of Young Professionals Council