

Commercial Lines Agency Experience



The Hanover Industry Accelerator program

The Hanover's Industry Accelerator program is an enriching training series focused on key growth industries, offered exclusively to our partner agents. The multi-part courses offer you insights into the marketplace, trends and challenges within the industries and the opportunities they present, and how to best assemble a submission for maximizing your underwriting experience. Plus, we're always adding new industries to our library of courses.

Our Accelerators have been designed to be self-paced, interactive and informative, aligned with these objectives:

- Enhance your expertise in the marketplace
- Promote industry specialization for your agency
- Understand industry-specific exposures
- Learn how The Hanover's products and services can help you obtain and retain accounts

Participants should be able to complete the multi-part course in succession in approximately 90 minutes. Upon completion of an entire course, you receive a certificate of completion that can be printed and shared with your leadership team to showcase your expertise in the target industry.

To begin an Accelerator series, log on to TAP Marketing and navigate to Commercial/Resources/ Industry Accelerators and click 'Access training' for your desired industry.

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Who should attend?

This program is designed for producers who represent and serve the insurance needs of specific focus industries. The program will be beneficial to individuals new to the industry as well as those interested in refreshing their knowledge.

