

Weekly Team Training - February 02

[Positive activity and case updates @ 0:00](#)

Andrew reviews recent positive activity and progress on cases, and invites Roy and Tyler to share updates on their approaches and experiences with specific clients.

[Importance of relationships and understanding the client's industry @ 2:33](#)

Roy and Andrew emphasize the value of having existing relationships and understanding the client's industry and pain points when pitching the programs. They suggest using tools like ChatGPT to research the client's needs.

[Strategies for reaching out to DSPs @ 24:20](#)

Dave shares his approach of directly contacting delivery drivers to get contact information for the business owners, as well as tips for following up persistently to get DSPs engaged.

[Century Premier as a compliance option @ 28:43](#)

Andrew explains that Century Premier is registered with state Departments of Insurance, providing a compliance option for clients concerned about the legality of the accident-based programs.

[Recap and next steps @ 33:25](#)

The group wraps up the meeting, with Andrew thanking everyone for their participation and contributions. He reminds the team that the recording will be available on WellnessHQ247.com.