MGA Consulting Ghana Limited

NSIA INSURANCE

MTC BUILDING A SALES-ORIENTED ORGANIZATION

TRAINING TIMETABLE

DAY 1 - 5TH NOVEMBER, 2026

• **Arrival Of Participants**	8:30 am – 9:00 am
• Welcome Address/Participants' Introduction • Training Expectations • **The Sales-Oriented Organization** • **The Basics of Selling: How Everyone Can Sell**	9:00 am -11:00 am
Coffee Break	11:00 am - 11:30 am
• **Internal Service Excellence and the Internal Customer** • **From Internal Service to Revenue**	11:30 am –2:00 pm
Lunch	2:00 pm – 3:00 pm

End Of Day One (1)

DAY 2 - 6TH NOVEMBER, 2026

• **Breakfast and Networking**	8:30 am – 9:00 am
• Recap of Day One • **Cross Functional Collaboration and Communication** • **Finding and Fixing Internal Bottlenecks**	9:00 am -11:00 am
Coffee Break	11:00 am - 11:30 am
• Building a Culture of Shared Accountability • Conclusion	11:30 am –2:00 pm
Lunch	2:00 pm – 3:00 pm

End Of Session