



# LEARNING FROM SELLING INSURANCE POLICIES

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## **ABSTRACT**

*Bridge group Solutions was established in 2014. It is one of the original project outsourcing start-ups in India. It has aim to fill the hollow gaps which work as a bridge in process management and outsourcing. In the initial days of this company, it was just a project outsourcing firm and with its growth, it moved into different zones with the aim of low-cost, high-quality, and applicable interventions to manage these gaps. Now it has gained popularity in various sectors that include technology, talent management, and wealth management. In the last two years, Bridge group Solutions has extended to more than five cities and going well to achieve greater heights. Bridge group Solutions also has a tie-up with Bajaj Allianz. They provide life insurance and help to invest in many of their clients.*

## **OBJECTIVE**

I worked as an insurance agent in the sales department of the company my objective was to sell the insurance policy to the clients in which there are two types of plants, assured built goals (AWG) and guaranteed income goals (GIG). AWG is for the long-term and GIC is for the short-term.

In Bridge group Solutions, I was in the sales department and they gave me 10 to 15 days to sell these policies as much as possible but in the initial days, it was very difficult for me to manage the clients and how to pitch the information of these two plans which were assigned to me but all my mentor were very supportive and helped me to do better in this department.

## **CONCLUSION**

Bridge group solution was a very good company and will reach great heights in the coming future. For me as a student of the second year, it was a great experience of learning and observing mode then doing a job internship is very important for a student to know the skills and abilities, and moreover weaknesses.