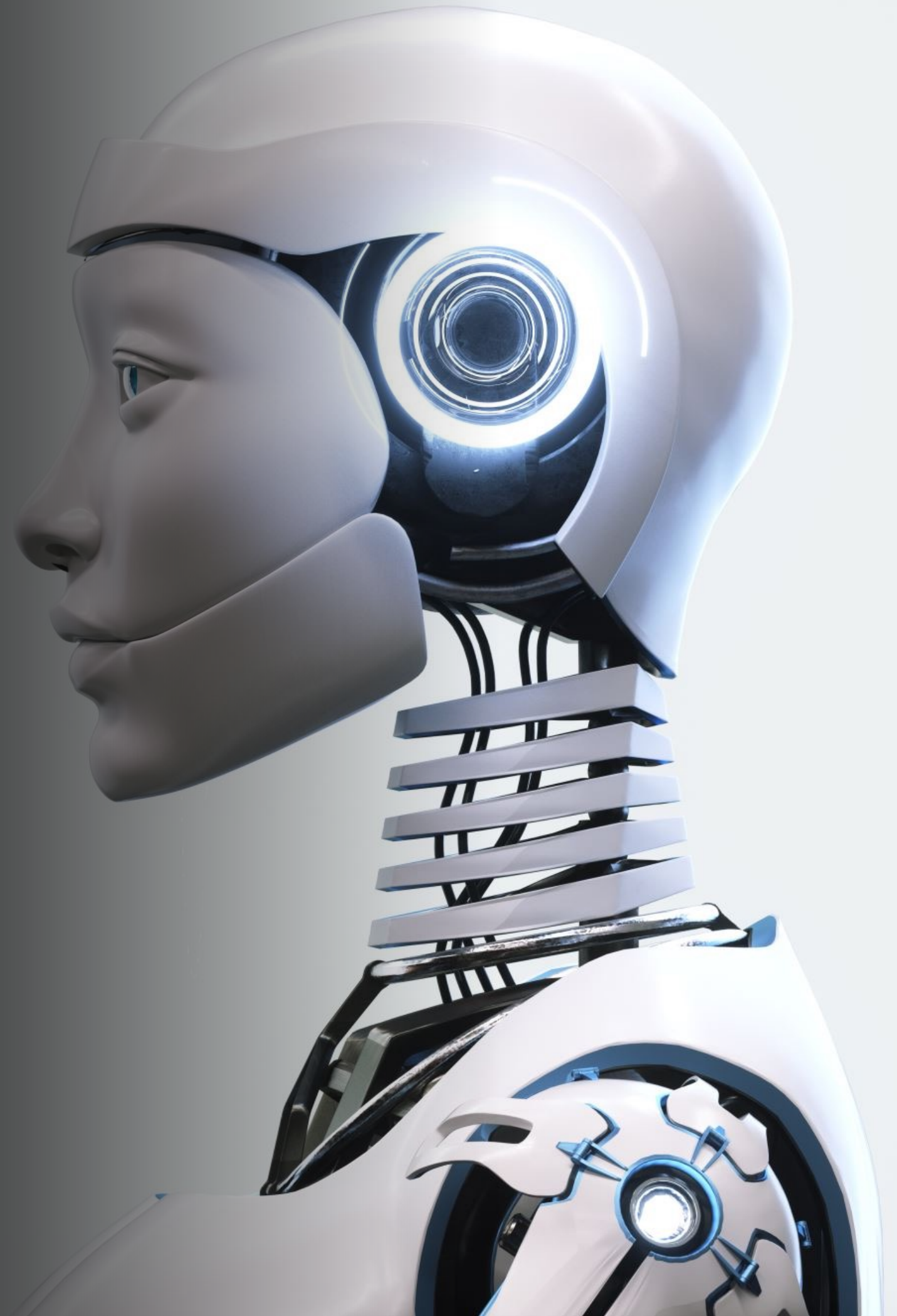


Robotic Mentoring

RMENTOR®



AURORA

Digital Space



The Machine Learning Solutions

Program designed and produced by The Machine Learning Solutions development team for Aurora Digital Space.

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“The technology and tools associated with the development of Artificial Intelligence have advanced enough to make new initiatives to support training and customer contact available to commercial distribution.”



Hernán Poblete Miranda
Director I + D

The Machine Learning Solutions | **AURORA**
Digital Space

[Agency Metaverse]

AURORA

Digital Space

[I + D]



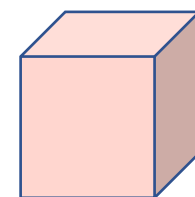
The Machine Learning Solutions

iPi GLOBAL SOLUTIONS [Insurance Experts]

iPi global learning

Name	Expertise
Tariq Salduddin	Operaciones digitales
Ian Watts	Consultoría de distribución
Aamir Varcie	Análisis financiero
Olin Wethington	Inversionista fundador
Brian Sentance	Tecnología e IA
Larry Hartshorn	Salud
Satish Sharma	Administración de Agencia
Ranjit Bedi	Coaching y tutoría
David Poulter	Aprendizaje y desarrollo
Ronald Kauffman	Reaseguro
Hernan Poblete	Investigación
Peter Law	Desarrollo de competencias
Rod Shay	Bancaseguros

Sponsored Programs



- Advanced Profiling
- Agent Compensation
- Post Digital Transformation



Context in 22 years

- Low life insurance penetration
- Decrease in Professional Advisors
- Increased need for insurance
- Gen Y and Z
- Decrease in expert supervision
- High difficulty accompanying 1:1
- High difficulty in closing the skills gap
- drop in persistence
- High turnover of FFV
- recruitment issues
- De-centricity in the client



Increase support in sales

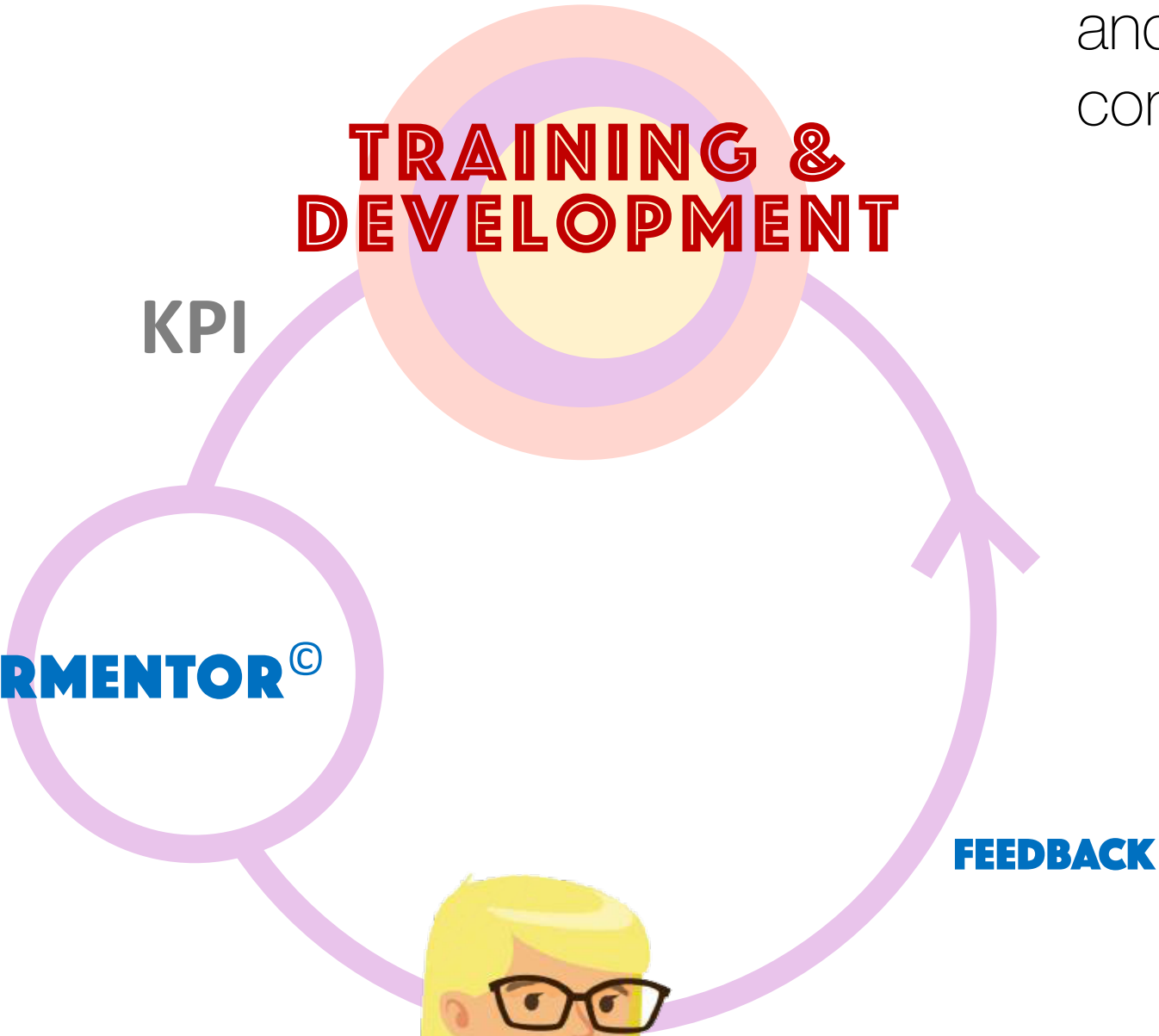
The big problem with sales development is the lack of support to accompany the agent or producer.

At first, the need to have a stimulus, or receive a personal reminder guide is key.

Robotic Mentoring can help jumpstart a career in sales by connecting the basic dots.



Compatible with any program for monitoring and evaluating competencies and goals.





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Training

Sales

Product

Client

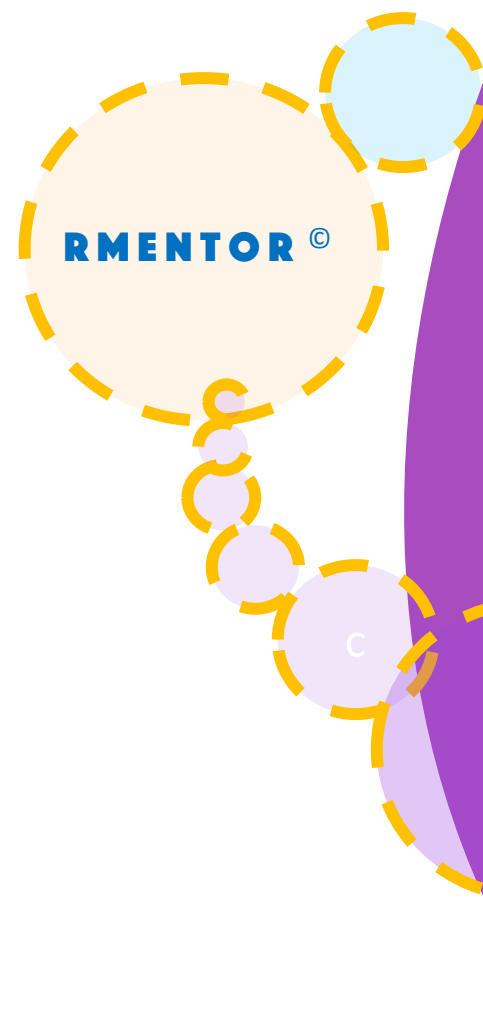
GAP

RMENTOR ©

C



Customer-focused
support skills.



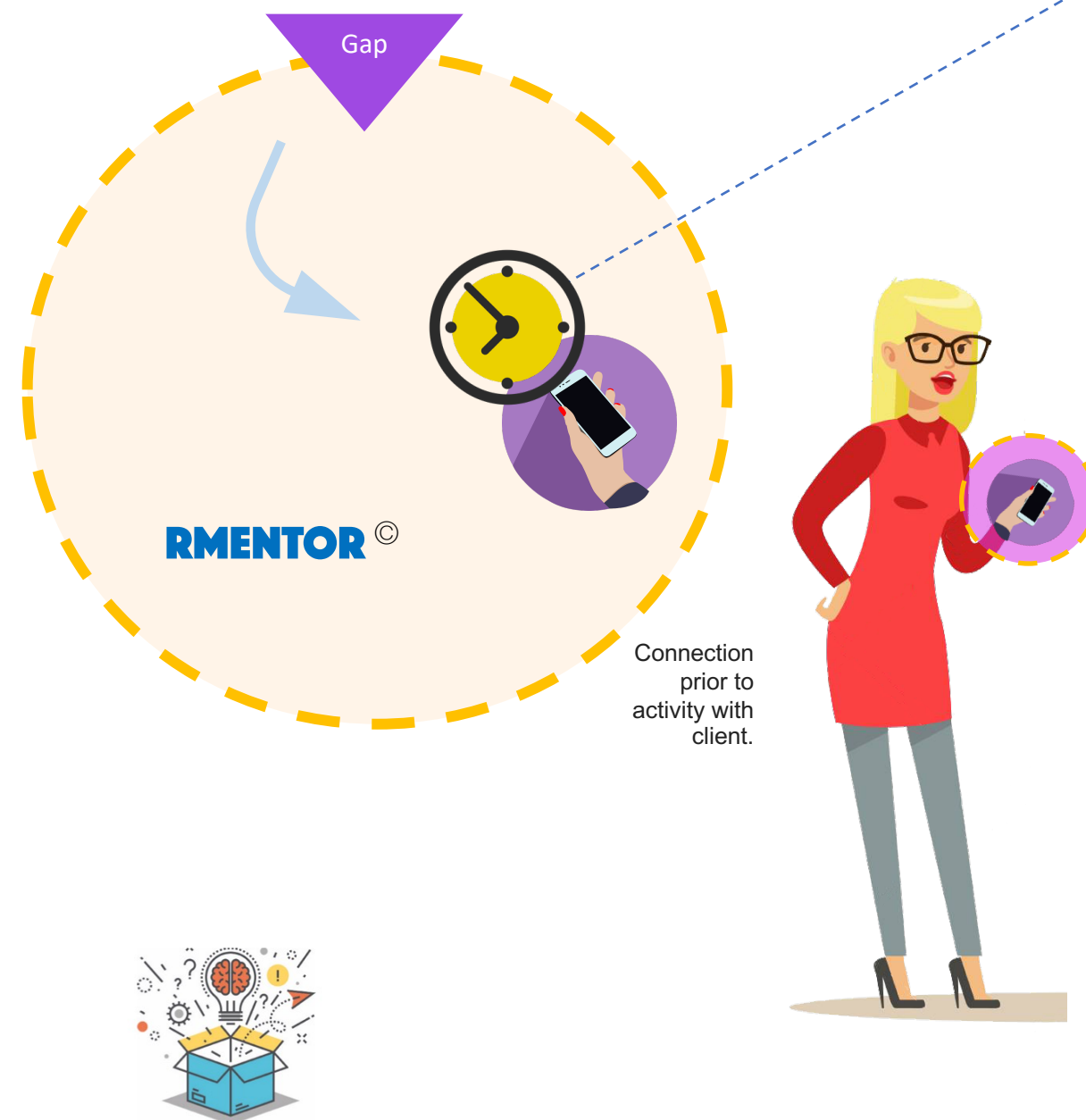
Connection with Field Activities

Agenda

Tuesday 23

10:00 AM

Sales meeting Mrs. Chong



RMENTOR© connects the main indicators of competencies of a sales agent with **key moments**^{***} during the field.

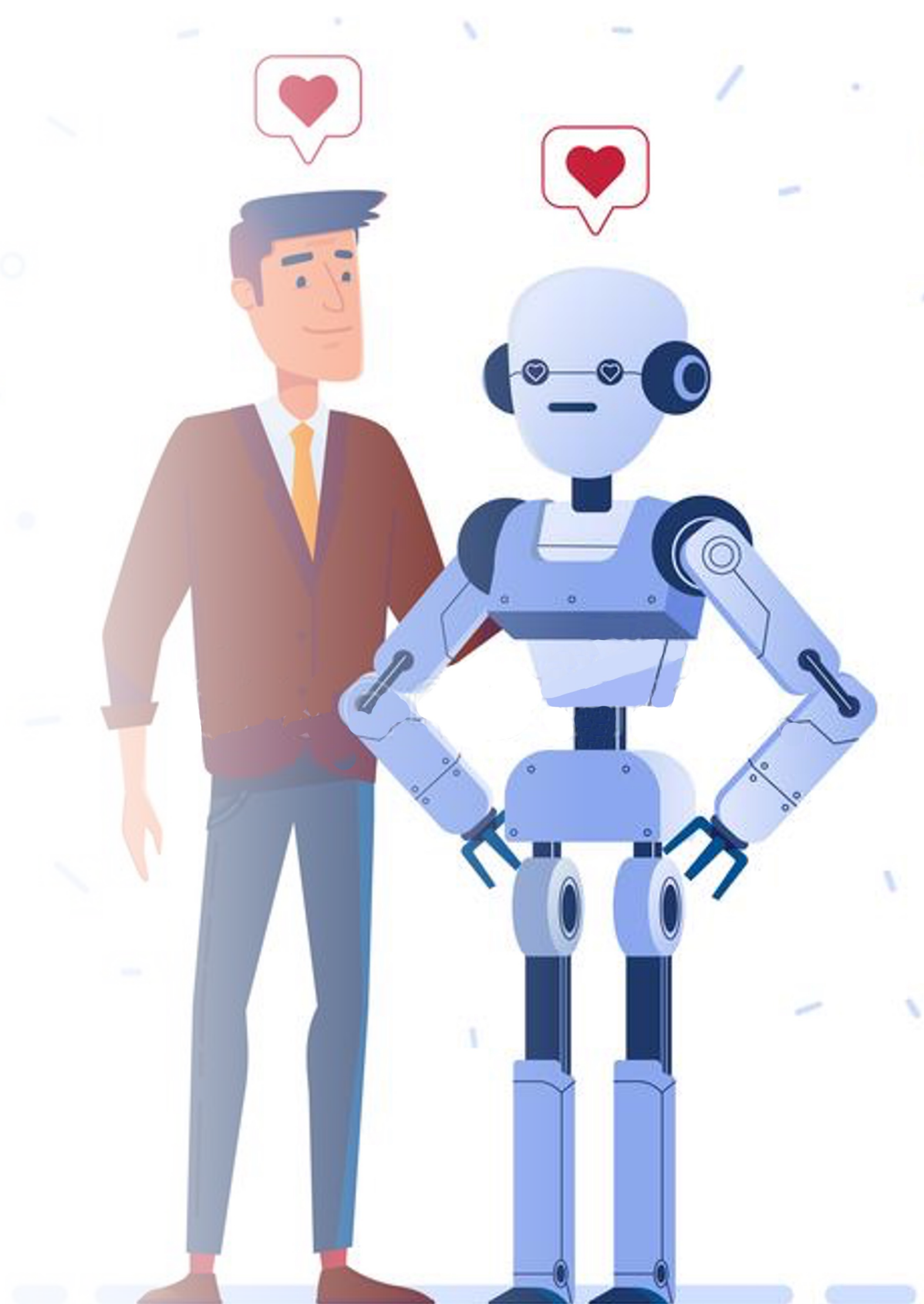
While the agent is on the ground, the robot accompanies him by transmitting various keys and ways to improve his relationship with the client.

It does not seek to replace the human mentor

Supports the training and development areas to complement key points in the immediate practical learning of the advisors / producers... but in a friendly way.



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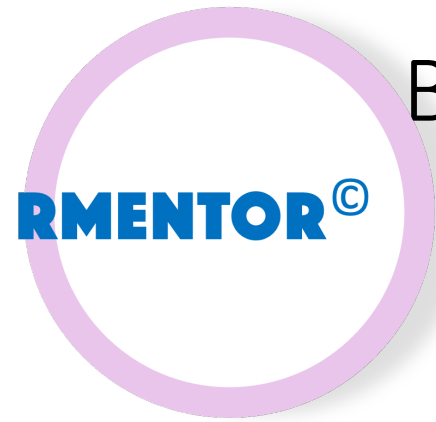
key moments©

The ability to communicate simple emotions
has to do with the ability to connect

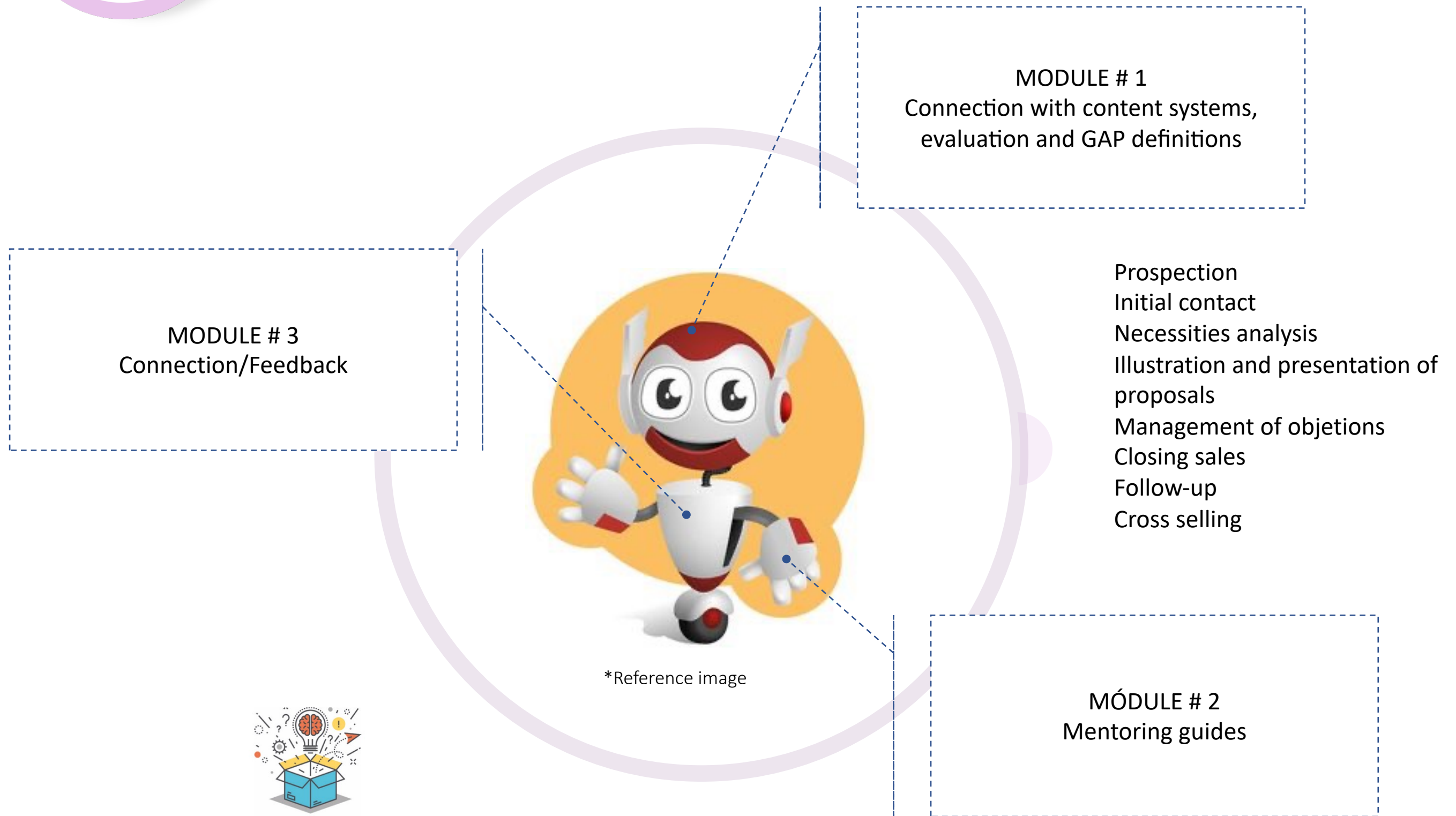


*Reference image





Branding and personalized content



Develop your own robotic mentoring system with us.



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