

# Sales Burnout

Self-care tips for insurance brokers.



Are you struggling to balance your work and personal life? As an insurance broker, you probably know the feeling all too well. And you are not alone. Sales burnout is real, especially for agents and brokers in a high-pressure environment.

## Organization

1.

- ✓ Make a to-do list and prioritize them based on importance. This will help you plan your day and reduce feeling overwhelmed.
- ✓ Setting realistic goals and prioritizing tasks is key.
- ✓ Delegate tasks and seek support from colleagues who can help lighten the workload.



## Self-Care

2.

- ✓ Getting up and moving around can help increase comfort and decrease the long-term effects of maintaining the same position.
- ✓ Make time to spend with loved ones, meditate and/or exercise. These activities can help you recharge and stay motivated in your work.
- ✓ Create clear boundaries between your work and personal life.



## Seek out connections

3.

- ✓ Find coaches and mentors who can help you identify and activate positive relationships and learning opportunities.
- ✓ Reach out to your colleagues, friends, and family members for support. Share your thoughts and feelings with them and ask for help when you need it.
- ✓ Talk to co-workers. It is likely they are experiencing the same problems.



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