

LEARN MORE. LEAD STRONGER.

JOIN US IN 2018



EXPERIENTIAL WORKSHOPS

Broker Smackdown - International <i>Prague, Czech Republic</i>	February 20 – 22
Leadership Lessons from World War II <i>New Orleans, La.</i>	March
Broker Smackdown - South <i>Atlanta, Ga.</i>	March 13 – 15
Benefits Broker Smackdown <i>Scottsdale, Ariz.</i>	April 10 – 12
Targeting Team Leadership <i>Adairsville, Ga.</i>	April 24 – 26
Broker Smackdown - West <i>Napa Valley, Calif.</i>	May 8 – 10
Commanding the C-Suite <i>Gettysburg, Pa.</i>	May 15 – 17
Broker Smackdown - Midwest <i>Chicago, Ill.</i>	July 10 – 12
Grow Your Book of Business <i>Location TBA</i>	October



VIRTUAL WORKSHOPS

Multi-week Workshops

Creating Positive Outcomes from Difficult Conversations	January
Sales Management Fundamentals	February
Company Culture For Today's New World	March
Building Your Mentoring Network	April
The Leader Coach	May
Customer Experience	June
Time Management Essentials	July
Problem Solving & Decision Making	August
Change Management	September
Building Long-Term Business Relationships	October
Flexible Leadership	November
Recruiting & Hiring	December