



Inside-Out Solutions for Delivering High Business Performance

Building a High Performance Business Training Agenda For Financial Advisors (2 Days), Atlanta, GA

Objectives:

1. Identifying Your Business Success Impediments™
2. Improving the Hiring Process
3. Enhancing Leadership Development
4. Developing Organizational Sustainability

Pre-Course Work:

1. Complete personal Business DNA Natural Talents Profile
2. Prepare a Team profile of your team
3. Prepare a Vision Statement and Business Plan for Your Business
4. Complete a AdvisorTRUST 360 Profile - Performance Evaluation by 5+ people

Reading:

1. Primal Leadership – Daniel Goleman
2. The Five Dysfunctions of a Team – Patrick Lencioni
3. Change Your Questions, Change Your Life – Marillee Adams
4. Death By Meeting – Patrick Lencioni
5. Rockefeller Habits – Verne Harnish

Resources:

1. Business DNA Building a High Performance Team Workbook
2. Unlocking Guide
3. Hiring for Talent Questions Book
4. Powerful Questions for Team Book

Day 1

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|--------|---|
| 8.00am | Introduction |
| 8.30am | Business Success Impediments Review |
| 9.30am | Break |
| 9.40am | Understanding Natural Talents Profiles and Yourself |



Human Capital Solutions for Delivering High Organizational Performance

11.10am	Break
11.20am	Understanding Profiles and Others
12.30pm	Lunch (provided in office)
1.30pm	AdvisorTrust – Client Relationship Growth Plan
2.30pm	Break
2.40pm	Team Behavior – Building a Healthy Team
3.50pm	Break
4.00pm	Hiring Behavior – Hiring for Talent
5.00pm	Close

Day 2

8.00am	Business Planning Behavior – Strategic Business Plan
9.30am	Break
9.40am	Business Planning Behavior – Strategic Business Plan
11.10am	Break
11.20am	Marketing Your Talents Plan
12.30pm	Lunch (provided in office)
1.30pm	Inside Out Fiscal Management Model
2.40pm	Break
2.50pm	Management – Regular Four Meeting Model
3.30pm	Questions/Wrap-up
4.00pm	Close