EDGE

THE LEADER'S JOURNEY

EMERGING – advisors interested in exploring and "test driving" the leadership career.

DEVELOPING – leaders needing to build a solid foundation in the knowledge and skills to grow their team.

GROWING – leaders seeking strategies and best practices to advance their team and organization.

EXCELLING – leaders wanting scale and systems to reach the pinnacle of success.

EDGE helps leaders **succeed at every stage of the leadership journey**. This comprehensive digital content library teaches **essential skills for building a thriving business, creating a high-performance culture**, and everything in between. Whether you want to **strengthen your own leadership skills or build your leadership team**, and whether you are new to leadership or have years of experience, EDGE has a solution for you.

Leadership Development

Just Some of the Topics within Our Leadership Development Content Library:

Foundational Principles of Leadership:

- Vision, Mission and Value Proposition
- Building a Great Company Culture
- Delegation: The Key to Growth
- Office Systems and Processes
- Time Management

Recruiting:

- Recruiting Best Practices
- Building a Recruiting Culture
- Developing Your Ideal Candidate Profile
- Campus Recruiting
- Attracting Top Performers

Selection:

- Traits of Top Performers
- Conducting Initial Interviews
- The Science of Utilizing Selection Profiles
- In-Depth Behavioral Interviewing
- The Candidate Experience

Onboarding and Development:

- Onboarding New Advisors
- Joint Field Work Best Practices
- Training Best Practices
- Ongoing Training & Development
- Mentoring Series

Expectations and Accountability:

- Goal Setting and Creating High Expectations
- Activity Monitoring
- Becoming an Effective Performance Coach
- Creating a Culture of Accountability
- Holding Your Leadership Team Accountable

Leadership & Organizational Development:

- Leadership Insights, Philosophies and Beliefs
- Situational Leadership
- Developing High Performing Leadership Teams
- Leading through Change Management
- Diversity & Inclusion

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