

YEAR 1		
Leadership Philosophy		
Week	Video Title	Length
Considering a Career in Leadership		
1	Is Management The Right Role For You?	9:17
2	What Do Sales Managers Do	9:11
3	The Profile Of A Successful Sales Manager	9:15
4	Should You Consider Going Into Management	9:47
5	Should A Salesperson Give Management A Trial Run	9:33
Emerging Leaders: Keys to Effective Leadership		
5	The Leadership Mindset	8:31
6	Roles And Responsibilities Of A Leader	11:51
7	Enthusiasm - A Leader's Key To Attracting Others	6:58
8	Overview Of The Elements Of Trust	7:38
	Inadvertent Mistakes That Kill Trust	6:07
	The Power Of Encouragement	1:59
9	Developing Purpose In Others	10:03
10	The Golden Rule Is The Best Rule For Business	8:27
Time Management Concepts and Techniques		
12	Understanding Time Management	9:59
13	Time Management Concepts And Practices	9:21
14	Proven Time Management Techniques	12:41
15	Stop Procrastinating!	10:27
Recruiting - Finding		
Week	Video Title	Length
Understanding Sourcing for Potential Recruits		
17	Sources For Gathering Names Of Potential Candidates - Part One	7:13
	Sources For Gathering Names Of Potential Candidates - Part Two	7:59
18	The Observation: Approaching Candidates In Everyday Situations	2:37
	The Personal Observation Method In Recruiting	2:31
	Strategies For Successful Recruiting And Retention Culture	4:53
Ideal Candidate Profile and Centers of Influence		
19	An Ideal Candidate Profile	8:26
	Creating An Ideal Candidate Profile	6:07
20	Cultivating Nominators Or Centers Of Influence	5:51
	Brainstorming For Recruiting Referrals	3:02
Cultivating Potential Recruits Over Time		
21	Staying Top Of Mind With Candidates	8:54
22	Importance Of Follow-Up When You Miss A Recruit	10:01
23	Why Keep A Candidate Profile	9:53

Diversity Recruiting		
24	Diversity & Inclusion: What That Looks Like Within An Organization	1:00
	Building Authentic Connections In Diverse Spaces	4:09
	Strategies For Increasing Recruitment By Sourcing Diversity	5:50
25	The Unique Needs Of Female Associates	6:57
26	How To Attract Female Associates	6:42
27	My Personal Journey: Attracting Women To The Industry	6:38
Recruiting Finding - General		
28	Millennials And Baby Boomers Serving Each Other	6:57
29	Recruiting The Highest Quality - Part One	7:18
	Recruiting The Highest Quality - Part Two	5:50
Recruiting - Selection		
Week	Video Title	Length
Selecting Top Performers		
30	Selection Of High Quality Candidates	11:23
31	Traits Of Top Performers - Part One	8:25
	Traits Of Top Performers - Part Two	7:44
How to Conduct an Initial Recruiting Interview		
32	How To Conduct An Initial Recruiting Interview - Part One	9:18
	How To Conduct An Initial Recruiting Interview - Part Two	5:52
33	The Five Handshake Rule - Part One	12:37
	The Five Handshake Rule - Part Two	9:55
Recruiting - Momentum Building		
Week	Video Title	Length
Best Practices for Onboarding New Advisors		
34	On-Boarding & Assimilating New Associates	10:30
35	Virtual Onboarding	11:02
36	Momentum Building For New Inexperienced Associates - Part One	11:17
37	Momentum Building For New Inexperienced Associates - Part Two	7:44
Understanding Joint Work Best Practices		
38	Importance Of Joint Field Work – Part One	7:49
	Importance Of Joint Field Work – Part Two	6:12
39	Guidelines For Joint Field Work	10:57
	Missed Opportunity: Debriefing After Your Meeting	3:25
Creating High Performance Expectations		
40	Creating High Performance Expectations – Part One	9:28
41	Creating High Performance Expectations – Part Two	7:11
42	Keys To Self-Accountability	8:41

Development - Training		
Week	Video Title	Length
Why Advisors Typically Fail		
43	Not All In: Why Advisors Fail	8:29
	The Common Denominator Of Failure: Slow Erosion Of The Fundamentals	6:29
44	Why Advisors Fail: Lack Of Belief In The Product And Process: Part 2	4:10
	Why Advisors Fail: Lack Of Belief In Yourself	3:31
	Retention Of Successful Financial Professionals	7:08
Helping Your Advisors with Goal Setting		
45	Three Secrets To Effective Goal Setting	9:01
46	Leading Your Associates With SMART Goals	9:05
47	Two Sets Of Goals – Part One	7:19
	Two Sets Of Goals – Part Two	9:15
Cross-Selling: Factfinding and Protection Products		
48	Good Fact-Finding For Cross Selling	10:47
49	Cross Selling Protection Products - Part One	9:23
	Cross Selling Protection Products - Part Two	8:45
50	Cross Selling Protection Products - Part Three	10:54
	Cross Selling Protection Products - Part Four	9:02
YEAR 2		
Development - Coaching		
Week	Video Title	Length
Understanding Mentoring - Basics		
1	Overview Of Mentoring	9:38
	Benefits Of Mentoring	8:52
2	Roles And Responsibilities Of The Mentor - Part One	10:51
	Roles And Responsibilities Of The Mentor - Part Two	10:01
How to Conduct a Coaching Conversation		
3	How To Have A Coaching Conversation	8:02
	Show Me - How To Have A Coaching Conversation	6:50
	Show Me - How To Have A Consulting Meeting	7:02
Coaching Best Practices		
4	Coaching How To Lead By Example	3:38
Accountability		
Week	Video Title	Length
Self-Awareness & Self-Disciplines of a Leader		
5	A Leader's Self-Discipline	8:57
6	The Self-Disciplines To Be A Transformational Leader	11:10
7	Self-Awareness Of A Leader	7:30

Setting Expectations to Drive Behavior		
8	Five Disciplines Of Execution & High Performance	13:12
9	Setting Expectations To Drive Behavior	6:30
10	LAMP Main Platform Expectations, Impact & Accountability	12:13
11	Field Tested: The Importance Of Expecting More From People	13:35