



Team Series

As a Leader, you care about your team, their success, and your bottom line.

As an Entrepreneur, you value opportunity and the freedom it provides.

As an Agent, responsibilities and demand on your time are ever-increasing. It's a challenge to do it all, achieve excellence each year, and balance work and life.

We understand your world, and we are FOR YOU!

Working with agencies for a combined 100 years over the past 25 years, we've created proven methods, practical tools, and community to help you and your team. We help you focus on strategic areas while ensuring an engaging and motivating culture of success, consistency, and positive accountability.

"The FLP Team Series is 100% worth it, and then some. It gives you a wider perspective on why people are the way that they are. This overall helps you with your biggest "why" behind things. It helps you keep your professional and personal life on track for where you want it to go and helps you set higher standards and goals for yourself." – Agent

Invest In Your Team and Watch Them Flourish

Many leaders focus largely on sales training and product knowledge for team development and may still not see the performance levels they seek. This year, give your team something more... training beyond the numbers!

Provide your team personal, professional, and team coaching. The FLP Team Series develops each team member as a person first, then as a professional, and then as a team of professionals.

We care about you as a person and as an entrepreneur and we know there is more to your world than just your business. This is why we would be honored to become your team's professional development and business coaches!

About Future Legacy Partners Team Series

We proudly offer a comprehensive team-development program and group-learning with other business teams.

- Teams experience coaching that increases communication, professionalism, strategy, and performance.
- We introduce and reinforce positive, solution-oriented behaviors to create better results within the team.
- Using assessments, activities, and discussions, we confront tough topics all work teams face.
- We teach your team how to prevent and address underlying causes of frustration and disfunction.

We welcome the opportunity to partner with you, free your time, and empower your team this year.

The FLP Team Series by the Numbers

100% Agree	Graduates would recommend Future Legacies and its training programs to a friend or colleague
	Experiencing development, team training, and professional coaching with the Team has been beneficial
	FLP coaches effectively present lessons and tools and create an environment that encourages learning
	FLP coaches really care about them and their development and provide team learning
97% Agree	Graduates have a clear understanding of the behaviors that contribute to a positive culture and how I contribute to a positive culture within my team
	I better recognize internal and external problems that impact my team's work and I have tools and methods for solving those problems
90% Agree	Graduates better understand why they think, feel, and respond the way they do at work and at home
	Graduates are more comfortable holding self and others accountable in positive ways to enhance results and have a better appreciation for trust, character, and competence within a team



What Leaders and Team Members are Saying about the FLP Team Series

What Results are You Seeing Because of the FLP Team Series?

"Life insurance is the biggest one for sure. We are more consistently and confidently pivoting to all of our current clients and uncovering needs that we didn't know they had. It helps to feel much more accomplished as an office."

"Drive!!! I've noticed a lot more drive and ambition when it comes to goals we need to complete. Now that we know why we want things, we work so much harder for them."

"Our office is pivoting more; our team is more connected and understanding. I have been able to recognize meaning to what I am doing and sifting out toxic behaviors, people, etc."

"We've implemented many techniques into our sales approach which has increased sales and client interaction."

"We are defining job roles, writing out specific systems, and sharing with the team. We had the best production month in our 35-year history by working on training and coaching around the financial services conversation."

"I learned how to deal with different situations, clients, and co-workers, and how to deal with stress in a positive way."

What Would You Tell Other Leaders and Team Members About the FLP Team Series?

"I would tell owners to enroll! If not for the team, then do it for themselves because it is awesome! You learn more about who you are, what you value, and what the people around you value so you can become a great team."

"Do not think twice! Not only has it helped me personally as an individual, but it has also helped me in daily work with my co-workers and customers, as well as, my home."

"Do it! It is worth it! Do the homework. Take it seriously. Use the things you learn, every day... it will pay off and benefit you not only at work, but in your everyday life."

How Has the FLP Team Series Improved Your Health and Wellbeing?

"We have all really tried to become healthier by incorporating exercise and a healthy diet. We believe that this will help our overall attitude towards each other and create a better work environment."

"I am being intentional and proactive about my health. I feel happier!!! I still want to improve my physical health, but I feel my mental health has already improved. I am letting go of negative energy so there's more space for positivity!"

"As one who struggled with a balanced healthy lifestyle, the Holistic Health assessment opened my eyes to the changes I need to make. I had never connected the effect of personal health to work environment and the way I feel."

How Does the FLP Team Series Help Your Mindset and Engagement?

"We have been able to more effectively process the changes of losing and gaining team members. In what comes from the hand-off from the departure and the whole new training design for the newcomers."

"We have become stronger and closer as a team. We understand each other's personalities better and actually let a team member go who was not being a team player. It shows true personalities and that our job is not for everyone."

"I have found confidence to try things I was nervous to do, like pivoting to products before I felt 'ready' to. I have been able to motivate and encourage the team when I see them struggling by using verbiage taught in the FLP Team Series."

"It helped me set my goals in my personal life, it has made me more engaged and have more energy in my work life."

"As a result of the Team Series, I created habits for myself directed at encouragement, rest, and positivity. A big takeaway which has produced better communication within our team was learning to always consider the other person's intent rather than how we interpret their actions, when there is conflict."



What topics does the Team Series cover?

It's about connecting the dots of who your team is and how you work together to maximize results! In the series we explore over 70 concepts and tools that help you better align your actions with your values and goals. It takes more than product knowledge to be consistent and successful. We help teams build confidence in their roles and remove the many obstacles that often get in the way of achieving the desired results in production and customer service.

FUTURE LEGACY PARTNERS TEAM SERIES SESSIONS			
WHO I AM AS A PERSON AND HOW I LIVE WELL			
FLP Team Series is a comprehensive professional & team development program.	PART 1: MY WAYS	PART 2: MY WELLNESS	PART 3: MY RESPONSE
		3 SESSIONS	2 SESSIONS
Includes 18, 1-hour live, group coaching sessions. Giving leaders and teams strategically designed and timed discussions and activities to grow and strengthen team connection, culture, and performance results.	1. INTRODUCTION, THOUGHTS, FOCUS	4. PERSONAL REFLECTION, GROWTH GOALS	6. ANGER, JUDGEMENT, RESPECT & FORGIVENESS
	2. PERSONALITY & MBTI	5. HEALTH & WELLNESS	7. HOME, LIFESTYLE, RELATIONSHIPS
	3. ATTRIBUTES, INFLUENCES, LEGACY		
WHO I AM AS A PROFESSIONAL AND HOW WE SUCCEED AS A TEAM			
PART 4: OUR VALUES	PART 5: OUR PLAN	PART 6: OUR RESULTS	PART 7: OUR COMMITMENT
3 SESSIONS	3 SESSIONS	2 SESSIONS	3 SESSIONS
8. VALUES & PHILOSOPHIES	11. MEANINGFUL DECISIONS COACHING MODEL	14. MOTIVATION, ENGAGEMENT & RESULTS	16. COMMUNICATION & TEAM CULTURE
9. VISION & MISSION	12. TEAM PERFORMANCE PLANNING PART 1	15. RESPONSIBILITY, POSITIVE ACCOUNTABILITY & PERFORMANCE	17. MOMENTUM, PROBLEMS & SOLUTIONS
10. CHARACTER, BRAND, & PROFESSIONALISM	13. TEAM PERFORMANCE PLANNING PART 2		18. LIFETIME LEARNING

How Do Teams Experience our FLP Team Series?

- Sessions can be utilized as consistent, development-focused team meetings throughout the year
- FLP Coaches lead 18, 1-hour LIVE, virtual coaching sessions to EVERY member of your team
- You receive 20 additional hours of team development content to use in team meetings and 1-on-1's
- You will be joined by up to 8 other participating teams from across the United States
- Each participant completes the Team Series curriculum using our comprehensive workbook and tools

How Does the Team Series benefit Leaders and Teams?

The Team Series was built with Leaders in mind. With the Team Series, you can:

- Incorporate professional development and coaching into your office environment
- Have EVERY member of your team be coached and developed by experts, without leaving your office
- Free up and repurpose the hours you currently spend on planning and delivering meetings

Every team member receives coaching and development to help them better:

- Understand thought patterns, and responses and how that impacts performance
- Manage their interactions with co-workers and customers and how that impacts team culture
- Identify as professionals and align their actions with generating results to stay on-track and focused
- Improve engagement and positive accountability to more easily reach short- and long-term goals
- Build a trusting team culture, address issues productively, and create synergy and high performance

What is the Investment?

- \$350 per month for 12 months for Single-Office Agencies. Special: Enroll prior to November 1, \$330 per month
- \$450 per month for 12 months for Multi-Office Agencies. Special: Enroll prior to November 1, \$430 per month
- \$52 per person for MBTI Assessments (all team members and leaders)
- Alumni teams who wish to participate in the Team Series again receive an alumni discount.

When Can We Attend?

You and your team can choose from the current schedule of Team Series offerings. 2024 groups begin in January and April. Visit the website www.ourfuturelegacy.com or email us at info@ourfuturelegacy.com for more information.

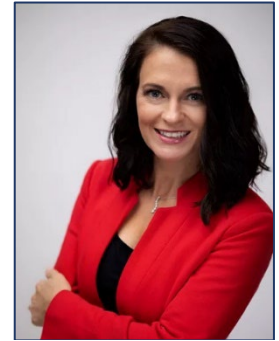


The Faces Behind Future Legacy Partners

Wendy W. Smith, Co-Founder

Prior to co-founding Future Legacies, LLC and its affiliates, Wendy invested 16 years as a leadership and business coach for a Fortune 500 Top 50 Company, traveling the United States coaching and training business leaders and teams. Having coached over 700 workshops and taught over 4,000 people, Wendy has addressed audiences of 5 to 500 in corporate, educational, and ministry settings.

She enjoyed 13 years in the financial services industry as an Investment Representative, General Securities Principal, Municipal Securities Principal, and led a team of remarkable financial services professionals across the SE United States.



Wendy created and has taught a life and leadership course to young people in the Alabama School System since 2014. Wendy earned a Bachelor of Science in Business Administration and trained as a Professional Life Coach. When not speaking or consulting with clients, her energy and love are focused on her family.

Given up by an alcoholic mother and raised by a father who fell into addiction. Her parents struggled personally and have been incarcerated at various times. Wendy is also a survivor of a multi-year battle with postpartum psychosis and depression. While she mourns what has been lost, she is alive, loved, and grateful for her journey and is determined to live a life set apart from her heritage.

Through her leadership, coaching, and teaching, Wendy is empowering and equipping people to build a Future Legacy worthy of their divine placement in this world.



Krista Hawkins, Co-Founder

Krista Hawkins has invested her career in helping others. The first part of her career was spent as a counselor. First, in outpatient addictions and later in the field of adoption.

Krista transitioned to the business world and for 20 years she traveled the United States as a leadership and sales coach for a Fortune 500 Top 50 Company. She provided guidance, coaching, and training to thousands of business teams, helping them to build effective systems and enhance their performance.

Krista has also coached and developed countless newly-minted entrepreneurs and helped to prepare them to open their businesses, grow their teams, and succeed.

Today Krista continues her work of helping business leaders and professionals to maximize their potential and become their best self through one on one sessions, group sessions, and large workshops.

A role model for healthy living, Krista is active in fitness, holistic wellness, and positively investing in her community. Krista and her younger daughter produced and hosted a school television newscast, inspiring teachers and kids to live healthier lifestyles.

She is a former board president of Special Kids Therapy and Nursing Center, and is an active high school character coach for Fellowship for Christian Athletes. Krista also empowers others through her holistic health coaching practice and is a Qualified National Marketing Director with the Juice Plus Company, sharing the benefits of healthy living with others since 2011.

As co-captain of the Illinois State University Swimming Team, Krista earned a Bachelor's Degree in Child Development with academic honors followed by a Master's Degree in Counseling Education. She is also a graduate of the Institute for Integrative Nutrition as a Holistic Health Coach. Krista is married to Chad, a State Farm Agent, and they have two extraordinary daughters.



Trish Jordan, Coach

We are proud to partner with Trish Jordan, founder of Jordan Consulting, LLC. Trish is a performance-driven leadership development strategist and performance coach recognized for combining talent management expertise to deliver unique, value-added solutions. She has over 25 years of experience researching, developing, and delivering high quality, custom learning solutions for all levels including enterprise-level executives.

Having coached thousands of employees and leaders, Trish designs dynamic custom learning solutions and delivers the content in an engaging, learner-centric format. To support each client's overall people-development strategy. This includes strategic management and leadership development initiatives, management assimilation, career development programs, the MBTI®, and 360-degree coaching and feedback sessions.

Trish provides targeted learning solutions for high performing, high potential leaders, as well as, newly hired and newly promoted employees. Her areas of expertise include focused development around Emotional Intelligence, communication, coaching and Crucial Conversations as well as specialized training based on the goals of the department. Other areas of expertise include: leadership development, learning consulting, development strategy, learning design, performance coaching, talent strategy, organizational development.

Trish earned a Bachelor of Science Business Administration and Management. In her free time, Trish enjoys time with her husband and supporting her two wonderful daughters in their endeavors.

Her certifications include:

- DDI Certified Facilitator
- 360 Assessment
- Crucial Conversations
- HPI, ASTD
- Myers Briggs Type Indicator (MBTI)
- Franklin Covey Time Management
- Coaching Clinic
- Coaching in the Moment,
- Consultative Advance for Trainers



John Michelli, Coach

John was a successful State Farm Agent for 17 years in Louisiana where he developed and executed a systematic strategy that built consistent profitability and growth in his business. John qualified for all Travel Programs in all 17 years. Other honors earned include President's Club, Scorecard Level 5 and Chairman's Circle. John is most proud of his agency years for accomplishing 44% of households with life insurance and 52% households with a financial services product.

Transitioning to a leadership role as a Developmental Agency Field Consultant John worked with new agents as they began their careers as Agents. He was then promoted to Agency Field Executive. In 2013, John assumed the role of Director of the Agent Development Center (ADC) for the South Central Market area.

Agency Development program and in 2004 became an ADP coach to help develop seasoned agents in their agency career. He also received a LUTCF designation during 2003.

On September 1, 2016, John retired from State Farm. After taking several months off to enjoy free time with family, he started consulting, business coaching and training local State Farm agents and their team member and continues to do that today.

Before joining State Farm, John worked as a Vice President of Operations at First American Bank and owned a small hometown grocery. He earned his Bachelor's degree in Computer Science with a minor in Business Administration.

John and his wife Anna have three daughters and four grandchildren. In his spare time, John likes cooking, playing music, watching movies, eating out and spending time with his family.



Cathy Robertson, Coach

We were so excited to add Cathy Robertson to our Future Legacy team in 2022!

Having been a successful State Farm Agent for many years, Cathy attended ADP and realized her passion for coaching and developing other Agents. She became an exceptional and encouraging Enterprise ADP Coach for State Farm coaching countless Agents and Team Members across the United States.

Cathy was then approached to become a part of the Agency Leadership team where she served as an AFC in Maryland and later as an AFE in Florida where she hired and developed many Agents to achieve impressive goals such as Chairman's Circle.

Wanting to move closer to her family, Cathy returned to Agency and opened an office in Alabama. Upon retiring from State Farm in 2022 and wanting to continue to help others through coaching, Cathy joined the Future Legacy Coaching Team. Cathy also privately coaches other business owners, agencies, and teams, as well

Family is very important to Cathy, and she loves time on the lake with her husband, playing with her puppy, and helping her girls. She especially loves her time with her grandbabies and also spending time with her sweet mom.



DYNAMIC TRAINING AND HOLISTIC COACHING FOR LEADERS, TEAMS, AND INDIVIDUALS

Our Future Legacy Partners team has invested 130 cumulative years leading, coaching, training, and developing executives, leaders, and employees. We have in-depth knowledge of the elements that foster positive team culture and improve performance and the issues that prove most challenging to employees, work teams, and leaders.

We work with individuals, teams, and organizations to discover their priorities and customize unique employee and leadership solutions to best fit their needs. Our solutions are based on extensive research and experience gained working with 1000s of employees, leaders, and entrepreneurs inside and outside a Fortune 500 Top 50 Company.

We educate, train, and coach people to lead themselves, empower others, live their best lives, and create a meaningful legacy. We do this through one-on-one professional coaching, virtual instruction, classroom training, or motivational presentations, Future Legacy Partners seeks to provide transformational solutions.

Contact us today and begin to proactively develop your team for success!

To learn more, enroll, or to refer a friend:

- Email info@ourfuturelegacy.com
- Visit: www.ourfuturelegacy.com or scan this code with your smartphone camera.



Contact us today to schedule a Discovery Call!