

THE FLP LEADER SERIES

Equipping Entrepreneurs to More Successfully:

- Strengthen their leadership skills and empower the team with authenticity and enthusiasm
- Gain self-awareness, mental agility, stress resiliency, and emotional intelligence
- Create a stronger sense of control and greater influence in their world & work
- Prioritize business focus areas and effectively manage time
- Coach and develop a strong, productive team and handle emotionally charged conversations
- Strategically plan for high performance with strong goals, effective systems, and strategies

LEADER

Leadership Success
EQ & Leadership Style
Assess Leadership Roles
Deepen Leader Wellness

BUSINESS

Structure Your Plan
Outline Priorities
Revise Vision & Mission
Time Management

PLAN

Plan for Performance
Learn from Others
Analyze Results
Next Steps

Team

Coach People
Offer Development
Assess Team Needs
Create Resilience
Hard Conversations

Why We Designed the FLP Leader Series

- Coaching the past 25 years, we recognized a pattern of Leaders' struggles & growth goals
- Our client survey confirmed the areas of focus for the Leader Series curriculum
- We designed a coach-led, small community where Leaders from across the U.S. can learn success strategies & work together on topics needed for greater success & joy in their role

In the FLP Leader Series

- Entrepreneurs & leaders experience 12, LIVE virtual coaching sessions over 5 months
- Begins with a 2-hour Quick Start followed by 1-hour sessions held every other week
- Using assessments, activities, & discussions, we teach an intentional path for Leaders
- Tuition is \$395 per month for 6 months. Leader Series Alumni is \$300 per month for 6 months.

What Entrepreneurs & Leaders Say About the FLP Coaching Team

FLP Coaches speak our language, understand our world, and create a friendly environment to think, share, and create strategies we can use immediately.

The FLP Coaches are excellent at giving us time as a group to discuss and then helping us to come up with our own path and actions.

I love the Future Legacy Coaches! They encourage me without being pushy and make me feel validated and valued. I feel excited after working with them!

To Learn More

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 www.ourfuturelegacy.com



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Create Synergy. Optimize Solutions.

FLP LEADER SERIES

Session

Focus

Session

Focus

1: Leadership Success



Defining leadership & your own success

2: Leadership Style



Understanding your leadership style, EQ, & mindset

3: Leadership Roles



Business Leader, Community Leader, Team Support, & Family Support

4: Leadership Model



Using the MDM to design your perfect entrepreneurial role

5: Business Focus



Strategically thinking about & planning for business areas

6: Time Management



Scheduling & protecting your ideal time usage

7: Communication



Strategy & engagement with consistent team connection

8: Coaching People



Using the appropriate coaching or managing approach

9: Developing Others



Assessing & developing each team member

10: Growing Resilience



Hard conversations & building resiliency plans

11: Plan Strategically



Design a plan for success moving forward

12: Celebrate & Grow



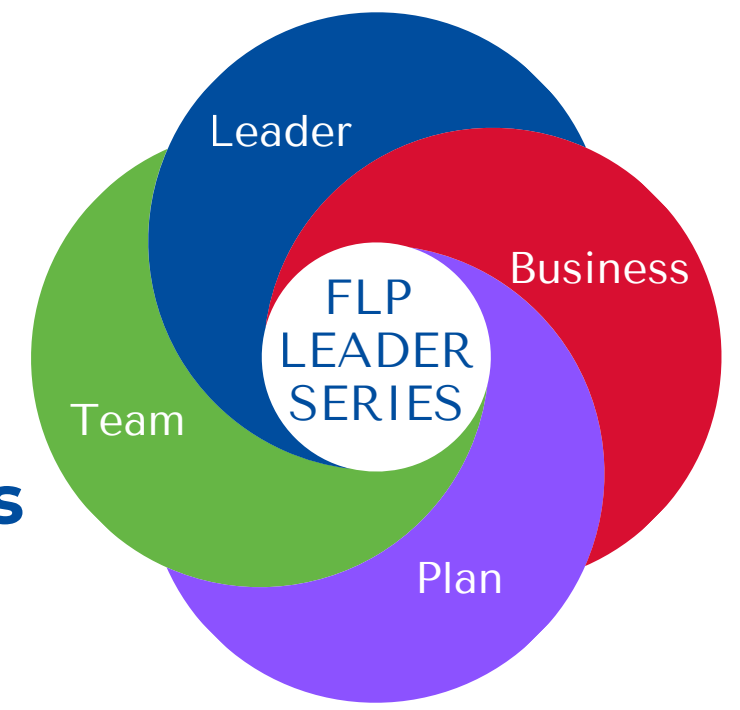
Share plans for the future and celebrate growth.



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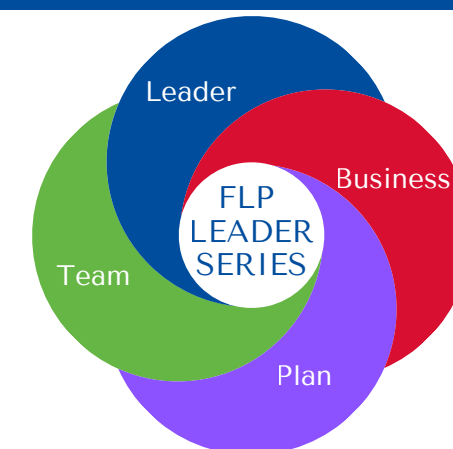
100% of Leader Series Graduates recommend Future Legacy Partners and its programs to others.

Graduates Agree the FLP Leader Series:

- Improved their **leadership, communication, and organizational** skills.
- Helped them **define success** and stop unhealthy comparison.
- Enabled them to understand the **Leadership Map** elements that influence them.
- Helped them understand their unique **leadership style** and their leadership effectiveness.
- Helped them understand their **leadership temperament and decision-making** tendencies and how they show up in the work environment.
- Helped them identify the importance of improving their **emotional intelligence** competencies and how to better relate to others.
- Enabled them to clarify and **connect with their different roles** they serve in.
- Helped them **think strategically, solve problems**, and implement ideas effectively.
- Gave them an opportunity to improve their use of the **SPECIAL skills** all leaders should use.
- Helped them to define their **vision and mission** statement.
- Allowed them to **examine the different areas of the business** and identify who, what, and when for addressing each of those in proactive instead of reactive ways and to share proven best practices and tools provided in the series.
- Taught them the importance of **time management** and how to be intentional in their work as an entrepreneur.
- Helped them to assess **communication best practices** and identify ways to improve.
- Gave them proven tracks to **lead more effective meetings**, both 1-on-1 and team meetings.
- Made them **better coaches** who understand the benefits of and the best times for telling and managing vs. the benefits of and best times for asking and coaching.
- Gave them specific **coaching tools, tips, and guides** for asking strong coaching questions.
- Gave them tools to **better assess members of the team** in areas of professionalism, mindset, and competence.
- Better equipped them to **address hard conversations** and to help their teammates build and follow resiliency plans when facing challenges.
- Reminded them of how and why to **celebrate areas of expertise** within the team and identify training needs within the team.



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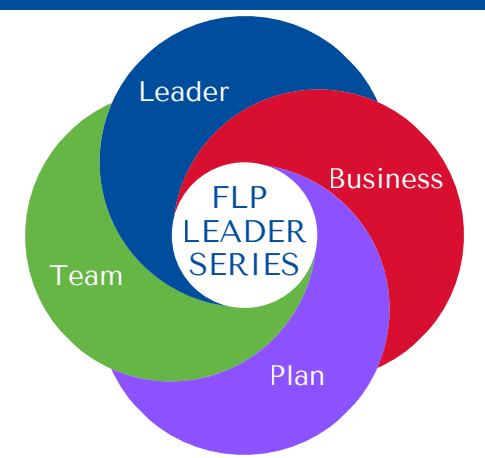


Benefits, Results, and Accomplishments as a result of the Leader Series:

- *Having the best production we've had in years after implementing several things from FLP! Mainly dedicated time to run the business, scheduled team meetings, product training sessions, and sharing production reports to see our team's hard work paying off.*
- *My time Management has been much better! We accomplished Chairmans by October!*
- *Helped me realize I wasn't running my business as well as I should or used to. I woke up, implemented what was taught, and feel empowered once again. I'm in control now.*
- *Realizing a strong business starts with me. Not allowing distractions to derail me and investing time where I will ultimately see results vs making rash decisions for quick fixes.*
- *I have better organized my time and schedule blocking. I have created focused days and times to work on the important aspects of my Agency as well as my personal and physical development. I have better tools in my toolbox to use during all of my PACE meetings.*
- *Renewed focus on myself as the Leader and re-evaluating direction of the agency.*
- *Really helped me think about what needed to be done in my business and gave me the tools to put my plans into action.*
- *This program has allowed me to really examine what is important to me and to focus on building on one thing at time, and it gave me the tools to track my progress.*
- *Morale and production having increased. Setting clear milestone goals and having regular consistent team meetings.*
- *Leaders struggle with similar areas of business, and it is helpful to have the support of FLP to see that we are not alone.*
- *This series heighten my awareness of how my team DESIRES to be led. For me, this created a high priority to start time blocking, increasing my intentional actions, and decluttering not only my personal space, my workspace, but also my mind. I still have A LOT of work to do, but I am making progress and that is win!*
- *I have built better accountability measures for myself and my team. Developed better tools to measure the development of my team. Built relationships with other agents to be a sounding board for ideas, production, etc.*
- *The Leader Series was unbiased support that kept me focused and on track with my personal and business goals without having to reinvent the wheel.*
- *Helped me focus on planning and training with a schedule for 2 new team members, using SMART goals more efficiently with timelines.*
- *Prevented a 90-day review from becoming an exit conversation with a team member. I learned to ask better questions and allow them to grow.*
- *Self-awareness in conversations with my team and tools to have difficult conversations.*
- *Tools to organize my thoughts, make my office more efficient, and hold team accountable.*
- *Learned better time management and how to lead my team more effectively.*
- *Feel less stressed. Better organized. Leveraging my team to help in certain business areas.*
- *Our production is up about 25%!*



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Graduates' Favorite Parts of the Leader Series:

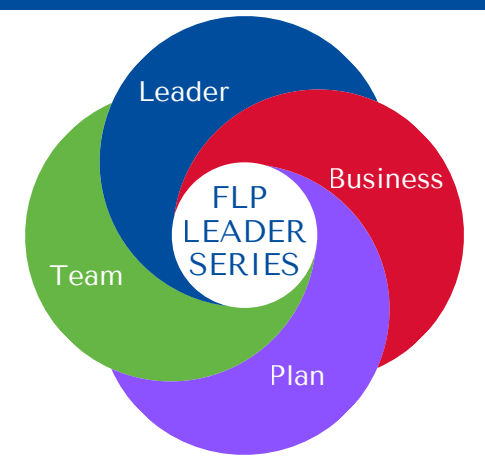
- *Sharing learnings, hearing other ideas from group, leaders sharing best practices and the tools you gave us.*
- *Reflection time and homework time I set aside to be prepared - I normally did my class remote refusing to let any office issue get in the way of my commitment*
- *Really effective tools I needed but hadn't seen before are included in this series. So happy to add them to my toolkit!*
- *The tools for handling conflict, effective coaching, and setting up effective meetings are so well thought out! I feel so much more confident using them!*
- *Better communication skills and toolset, more strategic planning for meetings and 1-1 appointments with team members.*
- *Improved communication techniques with my team members and helped me put structure around certain conversations and meetings.*
- *It has given me the tools I needed to be able to have "hard conversations" when needed.*
- *The last 4 sessions on coaching and developing the team were so much of what I didn't even realize I needed or how to go about learning. I've always wanted to be more effective in these areas, and I'm very excited to be implementing these things in my office now!*
- *The PACE Meeting structures, agendas, templates, and concepts!!*
- *The topics and tools for developing Team Members. The assessments, Questions to Ask, Meaningful Decisions Model, Guide for Hard Conversations. All great and needed!*
- *The Leadership Map and better understanding and building on my leadership style and tendencies.*

Graduates' Advice to Others Considering the Leader Series:

- *It's critical that you invest in yourself, to become a better leader. FLP gives you ALL the tools, resources, and help you need to achieve success - whatever that may look like for you and your team!*
- *If you're looking to have a clear vision and lead your team with clear expectations and accountability with productive team meetings that are guided by YOUR vision and not that of others you must do this!!!*
- *Sign up! Leader Series will teach you things about yourself you didn't realize, or you ignored. It will make you better in all areas of leadership.*
- *Leader Series is the best thing you can do to empower yourself and your team!*
- *Set aside dedicated time to digest the most recent class. Don't procrastinate. Absorb it.*
- *Invest in yourself and block out time every week to really work on the material. We deserve to spend time working on ourselves. The material is outstanding and having these tools make the program priceless. The coaches are phenomenal.*



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Graduates' Thoughts Regarding the FLP Coaching Team:

- *The FLP coaches are wonderful, and the founders are amazing. Wendy and Krista get me, know me, and love me, and I them.*
- *There are too many positive things about the FLP Coaches to list. Their Insightful leadership is a gift greater than we could hope for, and it is what we strive to give to our team.*
- *All the coaches have taken time and energy to develop a program that really digs in and allows the class to get to know one another, share in a safe space, admit our weak areas, and to grow as a Leader and build our strengths.*
- *The program is very detailed and intentional. The FLP Coaches do a great job of maximizing the time in the meetings and keeping us on track.*
- *All of the coaches are amazing. They have of the best ways of presenting the information. They allow time for us to think and reflect while learning and absorbing the information.*
- *The Series hits on all the areas that need to be touched. It was like the FLP Coaches had been in my office watching and listening.*
- *The coaches encourage conversation and interaction and keep things moving.*
- *Each Coach brings a totally different perspective because of their experience, as agency trainers, leadership and executive coaches, sales leaders and former agents, which is helpful. Each one of my FLP Coaches did a fabulous job!*
- *Every Coach was so great! I love the encouragement and feedback.*
- *Each FLP Coach genuinely cares!*
- *FLP Coaches truly understand what we go through as business owners. We are high achieving individuals who sometimes fail. The coaches are in tune to all that we deal with.*
- *I felt cared for, heard, and understood by the Coaching team. The program was simple and doable if you take the time to implement the ideas and strategies.*
- *The FLP Coaches are all great at leading us to self-discover what we need to be successful, and then they show us the tools to help us get there!*
- *The entire Coaching team is great and help you grow your leadership.*
- *The FLP team are so good at coaching, asking, and offering positive re-enforcement. I admire their abilities and hope to hone and use those skills with the tools you have given me to help my team.*
- *This is so much better than a podcast! The FLP Coaches actually walk alongside you.*
- *The Coaches have a true passion for what they do and always want to help us any way they can.*
- *You could not ask for more caring and helpful coaches who truly want you to succeed.*

