

THE FLP TEAM SERIES

Equipping Entrepreneurs and Teams to More Successfully:

- Increase Team Members' confidence, self-awareness, wellness and stress management, sense of purpose, and overall professionalism.
- Strengthen team connection, communication, culture, positive accountability, and healthy problem-solving, and engagement.
- Improve business strategy, execution, consistency, performance, and results.
- Maximize the Leader's role, time, focus, and freedom.

AWARENESS	INTENTION	PLANNING	EXECUTION
Focus & Thoughts	Health & Wellness	Professionalism	Action & Accountability
Personality & Traits	Emotional Intelligence	Meaningful Decisions	Communication & Culture
Future & Legacy	Values & Philosophies	Assessment & Strategy	Problem Solving
Strengths & Vulnerabilities	Vision & Mission	Performance Planning	Learning & Next Steps

Why We Designed the FLP Team Series

- Coaching thousands of Agents and Team Members for over 25 years, we understand the elements that create momentum, results, and joy within an agency team and those elements that can hinder performance and team connection and satisfaction.
- We help Leaders and Teams through holistic coaching and development at the personal, professional, and team levels to increase success and to better ensure that the product and sales training Leaders invest in can be more effective.

FLP Team Series

- Entrepreneurs & teams experience 16 1-hour LIVE virtual coaching sessions over 8 months.
- Using assessments, activities, & discussions, we teach an intentional path for Teams.
- Tuition may be paid monthly for 12 months or in full:
 - Single-office < 12 TMs = \$375/month; Single-office > 11 TMs = \$475/month;
 - MOA 2-offices = \$475/month; TROA 3-or-more-offices = \$550/month;
 - Returning Team Series Alumni = \$275/month.
 - Private Team Series is available by request.

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

✉ info@ourfuturelegacy.com

🌐 www.ourfuturelegacy.com

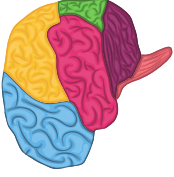
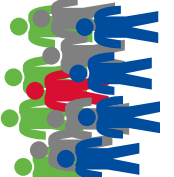
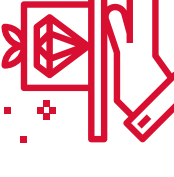
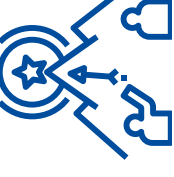


FUTURE LEGACY PARTNERS
Create Synergy. Optimize Solutions.

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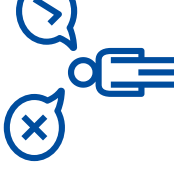
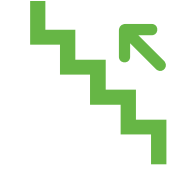
Session

Focus

Thoughts Focus		How & why you think the way you do
Personality Type Positive Traits		The traits & behaviors that make you uniquely you
Belief in Self, Inherited Legacy, Future Legacy		Using your story to build the future you want to live
Reflection, Mental Strengths, Gratitude		Protecting your strengths, growth, & spirit of gratitude
Health Wellness		Staying healthy & managing stress
Emotional Intelligence Respect, Forgiveness		Limiting anger & embracing respect & forgiveness
Values Philosophies		Connecting to your core values & beliefs
Vision Mission		What you want to become & how you become it

Session

Focus

Trust Character Professionalism		Who you are internally & externally at work
Meaningful Decisions		How you take inventory & make meaningful decisions
Performance Planning: Part 1		Casting vision for the future & setting goals
Performance Planning: Part 2		Determine action steps & overcome obstacles
Positive Accountability		Take ownership & responsibility
Communication & Culture		How you build positive culture & communicate well
Problems & Solutions		Maintain a healthy approach to problem-solving
Lifetime Learning & Celebration		Commit to lifetime learning & celebration



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What Team Series Graduates Say They Learned, How They Benefited, and What Resulted Because of Their Team Series Experience...

Being a More Engaged and Effective Leader

- *Team Series reinvigorated me as the agent, and I am excited about my job again.*
- *Team Series has challenged me to be consistent with my leadership. Setting aside times for meetings, trainings, team building, culture building, and even just breaking bread together is crucial and something we will definitely continue.*
- *I've realized the importance of investing in my team and as such, we've created a culture that is more than I could have ever hoped for. We all get along and enjoy not only what we do, but also each other.*

Being Excited about My Role and Results

- *More sales because of more effort based on new view of myself!*
- *My sales have gone up from this class!*
- *My confidence in sales have increased which is showing in my sales!*
- *More confidence in pivoting and talking to people. Better problem solving with other coworkers to cut*
- *to the chase and solve problems quickly and efficiently.*
- *Recognizing what is a customer service level emergency and working accordingly based on needs.*
- *Team Series has helped me grow my confidence & really dig in to learn a new line of business & own it!*
- *I have become more confident in my presentation and open to constructive criticism from the team.*
- *I've grown my P&C numbers and have had zero issues with validation since learning myself better.*

Team

- *The series has made the entire team focus on life insurance so we can make Chairman's Circle. It has made me bolder and more aggressive in asking about life insurance to new leads. I am forced to learn faster, and I am learning to get over my fears to succeed.*
- *My team has become a more cohesive unit that is for the first time in a long time working together to achieve goals, getting to know one another, and building stronger relationships with our customers.*



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What Team Series Graduates Say They Learned, How They Benefited, and What Resulted Because of Their Team Series Experience...

Intentionally Working Smarter

- *Making a plan, setting goals, and being able to accomplish goals has been encouraging.*
- *I'm a lot better at planning out my day and the goals I want to accomplish for the week.*
- *Renewed efforts in scheduling time blocks to both improve production and letting go of background worry once items are completed to free up thought cycles for other activities.*
- *I used to get overwhelmed, and Team Series helped me. Just take everything day by day, time block, and we can get through it as an office. I've also learned it's okay to ask for help.*
- *Team Series has helped me plan out my day and find better solutions for problem solving as an individual, leader, and team member.*
- *We developed new processes in the office that give each of us time to work on accomplishing our goals.*

Being More Aware and Accountable

- *I can use positive accountability to help others and to be intelligent, respectful, honest and pay it forward to others. And I am more engaged and motivated.*
- *I recognize my strengths and weaknesses and am more aware of them.*
- *I am more aware and focused on positivity and making self-talk positive and beneficial.*
- *Being proud of myself, whether small wins or big ones! I came out of Team Series as a better me. That I am an important part of my team no matter my experience lev.*
- *I learned I must take responsibility for my training and growth. I can't solely depend on my agent to train and teach. And as I learn and grow my skill set, I will also grow in my lifestyle.*

Communicating Better

- *This Series helped me be more understanding and communicate better with teammates.*
- *Listening more, handling challenging situations with better insight.*
- *I am new to the insurance industry, and it has been a great challenge to not only learn a new trade but to also work with a brand-new team. FLP Team Series not only helped me get to know my team better, but it also helped me realize how much stress I was holding on to. Team Series really helped me gain the introspection to better focus on my goals and make sure I am taking care of my well-being.*



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What Team Series Graduates Say They Learned, How They Benefited, and What Resulted Because of Their Team Series Experience...

99% of Our Graduates Agree...

- *Experiencing personal development, team training, and professional coaching with my team has been beneficial.*
- *By participating in Team Series, I am more aware of my strengths, positive traits, and beliefs about myself.*

98% of Our Graduates Agree...

- *The FLP Team Series has improved our team communication, culture, and connectedness.*
- *Because of Team Series, I have a stronger appreciation for trust, character, and competence within a team environment.*
- *Because of Team Series, I better understand my responsibility at work and am more comfortable with holding myself and others accountable in positive ways.*
- *Because of Team Series, I have a clearer understanding of what behaviors contribute to a positive culture and how I can contribute to a positive culture within my team.*
- *Because of Team Series, I better recognize external and internal problems that impact my team's work, and I have tools and methods for solving those problems.*
- *The FLP coaches effectively presented the lessons and tools in a clear and organized manner and created an environment that encouraged learning.*
- *They would recommend Future Legacy and its training programs to a friend or colleague.*

97% of Our Graduates Agree...

- *Because of Team Series, I better understand my personality type and how it impacts communication, and I know the tools that will help me communicate more effectively.*
- *Because of Team Series, I have a better picture of the professional I want to be and the brand and presence I want to represent and demonstrate to others.*
- *Due to Team Series, I am more aware of how to limit self-doubt and negative behaviors.*
- *I now have a clearer understanding of my vision and mission, core values, philosophies, beliefs, my brand, and the professional presence I want to represent to others.*
- *By participating in Team Series, I am more knowledgeable about why and how to improve my health, relationships, and stress-management.*

95% of Our Graduates Agree...

- *Due to Team Series, I have a stronger plan for performance. I know more momentum builders and breakers for our office and how to create and sustain momentum.*
- *Because of Team Series, I know more about what motivates me and my teammates, and I recognize our motivation and engagement directly impact the results of the team.*

