

FLP ASPIRING LEADER SERIES

Helping Office Managers, Sales & Service Managers, and Aspiring Leaders to successfully:

- Grow from being an employee and producer to a managing member of the team.
- Transition from being a peer to becoming a trusted leader within the team.
- Develop into an effective coach and accountability partner for the team.

ALIGN

Employee to Manager

Leadership Success

Leadership Style

Leadership Roles

BUILD

Peer to Leader

Leadership Model

Relationship Focus

Time Management

COACH

Teammate to Coach

Communicate and Connect

Coach and Develop Others

Growing Resilience

Why We Designed the FLP Aspiring Leader Series

Coaching thousands of Agents and Team Members for 25 years, many clients asked us for a program to develop their aspirants and office, sales, and service managers.

This Series is a coach-led, small community where your Aspiring Leaders can build their leadership skills and learn strategies to effectively support, coach, and motivate the team to succeed and have fun, too.

Whether new or seasoned in their leadership role, your Aspiring Leaders will be encouraged, develop skills, create a network, and know how greatly you care about them and their success.

Aspiring Leaders Sessions:

Meet virtually for 10, 1-hour sessions occurring approximately every other week over 5 months. The investment for the first Enrollee is \$350 per month for 6 months. Each additional enrollee 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

✉ info@ourfuturelegacy.com

🌐 www.ourfuturelegacy.com



FLP ASPIRING

Session

Focus

1: Leadership Success



Defining leadership & forms of leadership

2: Leadership Style



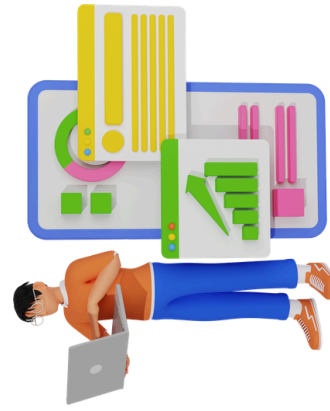
Understanding your leadership style, EQ, & mindset

3: Leadership Roles



Team Member, Aspiring Leader, Team & Leader Support Roles

4: Leadership Model



Using the MDM to utilize the SPECIAL skills of Leadership

5: Relationship Focus



Using building blocks to ascend relationship levels with others

LEADER SERIES

Session

Focus

6: Time Management



Clarify vision, focus, & time management

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 & next steps for your growth as a leader

FLP ASPIRING LEADER SERIES

100% of ALS Graduates would recommend Future Legacy and its programs to others.

100% of Graduates Agree the Aspiring Leader Series:

- Improved their **leadership, communication, and organizational** skills.
- Helped them **define success** and the differences between manager, leader, and coach.
- 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 on the team.
- Helped them to better make the transition from **employee to manager, peer to leader, and team member to coach**.
- 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 **leader 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 the **relationship analysis** tool, how to be intentional in their work relationships.
- 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.



FLP ASPIRING LEADER SERIES

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

- *Greater awareness.*
- *Tools to help me evaluate myself and others better than I could before. That's already been a game changer for me.*
- *Better ideas on how to approach different situations in my role.*
- *Great models for conversations, multiple areas of business development, and communication skills.*
- *The ability to slow down and be more intentional in how I handle different challenges.*
- *The time and opportunity to look more into how I react and respond, as well as listen, to my team.*
- *The framework and ideas for conversations that will generate growth within self and team.*
- *The ability to truly define my roles. Wearing so many hats can easily get convoluted and chaotic but creating that structure in this series has helped a ton.*
- *I have tools that help me to think through situations more thoroughly and make better decisions.*
- *I've been able to evaluate my relationships on the team much better than before.*
- *I've learned how to better navigate difficult conversations and see them through to the resolution.*
- *Better handling representative actions.*
- *My confidence has grown. I've been given a friend through the accountability process. I understand communication for each individual better.*
- *I realized I can come off as abrasive, and I need to really think before I approach someone.*
- *I am always improving, but I am learning to be more intentional with my words and actions to boost morale.*
- *Personally, I am in a better operating space than I have ever been in - with balancing all my tasks and roles.*
- *Being more intentional with my questions when I do individual check-ins with the team.*
- *Really so thankful for each Coach and the impact you have had on me!*
- *I am like a sponge and love taking any feedback or advice given and the coaches are amazing at that. Thank you so much for your time and dedication!*
- *The FLP Coaches are amazing and have built a great foundation for Aspiring Leaders. Very thankful to have been able to listen and learn from them!*



FLP ASPIRING LEADER SERIES

Graduates' Favorite Parts of the Series:

- *Getting to connect with my peers, share experiences and perspectives, and learn together.*
- *Learning my type of leadership style and skill and learning to ask questions first instead of making assumptions.*
- *Accountability sessions. Learning different areas of improvement for myself and for team members*
- *Hearing from the other people in the class. I enjoyed getting their perspectives most of all.*
- *Learning ways to understand and connect with my team better.*
- *Time to practice implementing what we were learning.*
- *Listening to others share and hearing the Coaches' stories. Stories sell and iron sharpens iron, and I think both of these helped tremendously!*

Graduates' Advice to Others Considering Enrolling in Aspiring Leader Series:

- *Protect the time around the calls and connections with accountability partners. Take more time in the week to sit and think through the material with and for yourself.*
- *Decide to apply the knowledge quickly. Don't wait on the future to start moving forward.*
- *Do it! Take notes, practice the application, and don't be afraid to volunteer or speak up*
- *Do it - even if you only pick up one or two things, it still helps you grow in a leadership role.*
- *Do the work. Take the time to fully complete the pages and then put the words into actions. You got this!*
- *Sign up and commit. At the bare minimum, you will get a manual or how-to guide to help facilitate conversations and thought processes.*
- *Definitely to do it and take the pages and advice given seriously!*

Graduates' Thoughts Regarding the FLP Coaching Team:

- *The FLP Coaches are amazing and have built a great foundation for Aspiring Leaders. Very thankful to have been able to listen and learn from them!*
- *Really am so thankful for each of FLP Coaches and the impact they have had on me! I am young, but I am working hard to have my name on a door soon!*
- *I am like a sponge and love taking any feedback or advice given and the FLP Coaches are amazing. Thank you so much for your time and dedication!*
- *Thank you, Coaches, so much for guiding us to be better leaders! I will miss you!!!*

