



Building a high performance business

Optimizing your systems for finding, building and keeping the right people

The challenge you face

You have solid systems and processes in place to recruit, launch, develop and retain agents and advisors. You are achieving consistent, incremental growth. Business is good. You should be content. The trouble is, you also have a nagging concern that this may not be enough to compete in today's business environment ... You're right.

The solution we offer

Solid systems and processes are important, but they don't guarantee high performance. It's the actions, attitudes and behaviors of the people on your team that drive high performance, not the processes you implement.

Building a High-Performance Business identifies the 10 best practices that top-performing leaders use to create a high-performance culture in their agencies and firms.

By applying a strategic, systematic approach to best practices – an approach that focuses on people, not processes – you can create a culture where everyone on your team is:

- Intensely loyal to the agency or firm.
- Actively contributing to growing the agency or firm.
- Focused on activities that get the best results.
- Committed to achieving agency/firm goals.

The *Building a High-Performance Business* workshop will teach you strategies to create and sustain high performance in your agency or firm.

Assess your high-performance culture

Your agency or firm culture has a stronger influence on high performance than any other factor. Top-performing leaders create cultures focused on the four leading indicators of high performance:

- High-Impact Recruiting
- High Expectations
- High Trust
- High-Impact Learning

Learn from the best

Building a High-Performance Business features best practices from agencies and firms with some of the highest productivity and retention rates in the industry. Featured speakers and facilitators include Hall of Fame, Master Agency/Firm/Multiline, International Management and Frontline Leader Award honorees.

Get results

This workshop includes an online assessment that provides a detailed evaluation of your high-performance culture. During this highly interactive workshop, you will create an action plan customized to the unique needs of your agency or firm.

Contact

For more information, contact learning@finseca.org.