

FFMA 2023 Leadership Development Series

Leadership Philosophies & Beliefs

(Harry Hoopis)

Wednesday, February 15th – 12:00 p.m. (CST)



[REGISTER TODAY BY CLICKING HERE](#)

During this session, industry icon Harry Hoopis will share leadership philosophies and beliefs he developed as he built one of the most successful organizations in financial services.

You and Your Team will Learn the Following:

- List the essential components in the formula for success.
- Strengthen your selection, education, and activity management processes.
- Learn Hoopis' core leadership philosophies & beliefs to build a successful agency.

Building a Recruiting Culture

(Joey Davenport)

Wednesday, May 17th – 12:00 p.m. (CST)



[REGISTER TODAY BY CLICKING HERE](#)

This virtual event features Joey Davenport, President of Hoopis Performance Network, sharing tools, systems and best practices for building a strong recruiting culture based on agent introductions to potential recruits.

You and Your Team will Learn the Following:

- Develop your Ideal Candidate Profile to generate introductions.
- Generate agent referrals through standardized process and language.
- Build awareness of your recruiting culture within your organization.

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Getting Experienced Agents to the Next Level

(Harry Hoopis)

Wednesday, August 16th – 12:00 p.m. (CST)



[REGISTER TODAY BY CLICKING HERE](#)

During this virtual event, Harry Hoopis will discuss coaching methods to develop experienced agents to get to the next level. Harry will share a mindset and process to help veteran agents continuously think “bigger” about their business.

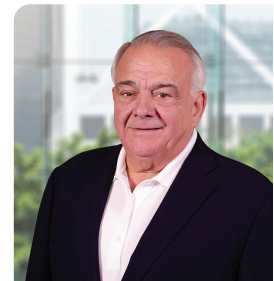
You and Your Team will Learn the Following:

- Learn strategies to effectively coach veteran agents.
- Develop a mindset and process to help veteran agents think “bigger” about their business.
- Learn to motivate experienced agents to continuously increase their productivity.

The 3 R's of Recruiting: Recruiting, Retention & 'Rithmatic

(Harry Hoopis & Joey Davenport)

Wednesday, November 15th – 12:00 p.m. (CST)



[REGISTER TODAY BY CLICKING HERE](#)

This session features Harry Hoopis and Joey Davenport discussing the 3 R's of Recruiting which are Recruiting, Retention and 'Rithmatic. This is a perfect session as you head into the planning season for 2024!

You and Your Team will Learn the Following:

- Learn insights and best practices on how to develop a recruiting culture.
- Receive selection insights and best practices that will lead to increased retention.
- Reverse engineer your recruiting goals to back into the activity required to achieve your annual objectives.

