

FFMA 2024 Leadership Development Series

Creating a Culture of Accountability

Joey Davenport, CLU, CLF® (President Hoopis Performance Network)

Wednesday, February 14 – 12:00 p.m. (CST)



[REGISTER TODAY BY CLICKING HERE](#)

Learning Objectives: As a result of completing this session, you will be able to:

- Gain a better understanding of the philosophies of a high productivity culture.
- Understand and define your Expectations Matrix to driver behavior.
- Implement the C.H.A.M.P. coaching model with daily, weekly, monthly, and quarterly performance coaching.

Activity Coaching Techniques and Best Practices

Joey Davenport, CLU, CLF® (President Hoopis Performance Network)

Wednesday, May 15 – 12:00 p.m. (CST)



[SAVE THE DATE](#)

Learning Objectives: As a result of completing this session, you will be able to:

- Conduct an analysis of agent activity to identify trends and issues.
- Internalize the cornerstones of an accountability conversation.
- Implement coaching language and techniques to increase activity.

FFMA 2024 Leadership Development Series

Leadership Philosophies & Beliefs

Harry Hoopis, CLU, ChFC (CEO Hoopis Performance Network)

Joey Davenport, CLU, CLF® (President Hoopis Performance Network)

Wednesday, August 14 – 12:00 p.m. (CST)



SAVE THE DATE

Learning Objectives: As a result of completing this session, you will be able to:

- 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.

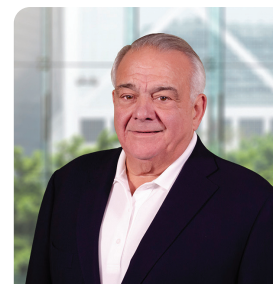


Building a Recruiting Culture

Harry Hoopis, CLU, ChFC (CEO Hoopis Performance Network)

Joey Davenport, CLU, CLF® (President Hoopis Performance Network)

Wednesday, November 13 – 12:00 p.m. (CST)



SAVE THE DATE

Learning Objectives: As a result of completing this session, you will be able to:

- 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.

