

# FFMA 2025 Leadership Development Series

## 10 Things You Must Do to Be a Successful Leader

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

February 12 – 12:00 p.m. (CST)



SAVE THE DATE

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

- Gain insight into the ten things you must do to be a successful leader.
- Learn the three keys for success: Desire, Attitude and Discipline.
- Receive a collection of thoughts for you to contemplate as a leader.

## Time Management Techniques for Leaders to Increase Efficiency

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

May 14 – 12:00 p.m. (CST)



SAVE THE DATE

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

- Gain a thorough understanding of The Four D's of Time Management.
- Receive a practical! Time Management Matrix tool to help you prioritize tasks.
- Review time management principles and best practices to incorporate into your daily routine.

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## Keeping Your Team Focused to Increase Recruiting and Retention

Dick Cleary, President & Principal – FSEdNet Division

August 13 – 12:00 p.m. (CST)



SAVE THE DATE

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

- List Build awareness of your recruiting opportunities and challenges within your organization.
- Understand the critical reasons for new associate turnover within our industry and your organization.
- Develop a methodology to keep the organization's leadership teams focused on activities that build long-lasting relationships and success.

## Keys to Getting Agents Off to a Fast Start and Reducing Prospecting Challenges

Dick Cleary, President & Principal – FSEdNet Division

November 12 – 12:00 p.m. (CST)



SAVE THE DATE

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

- Understand the importance of getting new associates off to a fast start.
- Develop an understanding of why new associates struggle with establishing a clientele.
- Build awareness of the importance of developing ongoing strategies within your organization to eliminate prospecting challenges.