



The insurance industry is hungry for leaders. Leaders with vision, leaders hungry for growth, leaders looking to connect, and leaders wanting to make a positive influence with their prospects, clients, and team members.

The “The Emerging Leaders Growth Program” was designed to help insurance professionals maximize their potential, accelerate their development, and become more effective leaders regardless of their title or position.

I believe that there are four principles of leadership.

- 1) EVERYTHING rises and falls on leadership*
- 2) Leadership is influence, nothing more, nothing less*
- 3) The highest calling of leadership is self-leadership*
- 4) The great purpose of leadership is positively influencing others*

As a partner with the world’s #1 leadership development training organization, The John Maxwell Team, I am proud to offer a learning program designed for current and emerging leaders.

Based on your feedback, this coaching program focuses on self-leadership, which is personal and professional growth. The goal is to help you maximize your effectiveness and reach your potential. This program is based around John Maxwell’s book the “15 Invaluable Laws of Growth.” When applied, this content is powerful truly life changing.

I’ve developed two different plans that I think would both be effective and easy to implement for the IIAW Emerging Leaders Group.

**I also would like to include with any program a “secret” Facebook page for the group members where we can discuss successes, setbacks, insights, and learn from each other. I would also run and facilitate this Facebook page as part of the training program.

Plan A

My top recommendation is to conduct a monthly meeting focused on 1 or more of the laws of growth. This would be a 16-month program running from September 2016-December 2017.

There would be 8 in-person sessions. The sessions would take place every other month. These sessions could be recorded or streamed live for those who could not attend in person. In addition, there would be 8 live virtual sessions that would take place on the opposite months.

The in-person sessions would introduce new concepts and ideas. There would be a 20-30-minute training lesson with workbook, followed by a 90 minute group coaching and facilitation.

The live virtual sessions would be a mastermind session focused on the application and accountability of the ideas discussed during the in-person session. These sessions would run for 90 minutes via a conference call.

Here would be a basic suggested schedule:

September 2016: In-person meeting, **Session 1; Law of Intentionality** - *Growth doesn't just happen. "Life is now in session, are you present?"*

October 2016: Virtual meeting; Mastermind session on application and accountability of the Law of Intentionality.

November 2016: In-person meeting, **Session 2; The Law of the Mirror** - *You must see value in yourself to add value to yourself; The Law of Awareness* - *You must know yourself to grow yourself*

December 2016: Virtual meeting; Mastermind session on application and accountability of the Law of Mirror and the Law of Awareness

January 2017: In-person meeting, **Session 3: The Law of Consistency** - *Motivation gets you going, discipline keeps you growing; The Law of Environment* - *Growth thrives in conducive surroundings.*

February 2017: Virtual meeting; Mastermind session on application and accountability of the Law of Consistency and The Law of the Environment

March 2017: In-person meeting, **Session 4: The Law of Design** - *To maximize growth, develop strategies: The Law of Pain* - *Good management of bad experiences leads to great growth*

April 2017: Virtual meeting; Mastermind session on application and accountability of the Law of Design and the Law of Pain

May 2017: In-person meeting, **Session 5: The Law of Reflection** - *Learning to pause allows growth to catch up with you; The Law of the Ladder* - *Character growth determines the height of your personal growth; The Law of The Rubber Band* - *Growth stops when you lose the tension between where are you to where you could be*

June 2017: Virtual meeting; Mastermind session on application and accountability of the Law of Reflection, Law of the Ladder, and Law of the Rubber Band

July 2017: In-person meeting, **Session 6: The Law of Trade-Offs** - *You have to give up to grow up; The Law of Curiosity* - *Growth is driven by wanting to learn more*

August 2017: Virtual meeting; Mastermind session on application and accountability of the Law of Trade-Offs and the Law of Curiosity.

September 2017: In-person meeting, **Session 7: The Law of Modeling** - *It's hard to improve when you have no one but yourself to follow; The Law of Expansion* - *Growth always increases your capacity*

October 2017: Virtual meeting; Mastermind session on application and accountability of the Law of Modeling and the Law of Expansion

November 2017: In-person meeting, **Session 8: The Law of Contribution** - *Growing yourself enables you to grow others*

December 2017: Virtual meeting; Mastermind session on application and accountability of the Law of Contribution and course wrap-up.

Plan B

My second recommendation is a 12-month program with a combination of in-person training and coaching with virtual meetings focused on action and accountability.

There would be 6 in-person sessions. The sessions would take place every other month. These sessions could be recorded or streamed live for those who could not attend in person. In addition, there would be 12 live virtual sessions that would take place twice a month on the opposite months.

The in-person sessions would introduce new concepts and ideas. There would be a 20-30-minute training lesson with workbook, followed by a 90 minute group coaching and facilitation.

The live virtual sessions would be a mastermind session focused on the application and accountability of the ideas discussed during the in-person session. These sessions would run for 75 minutes via a conference call.

Here would be a basic suggested schedule:

September 2016: In-person meeting, **Session 1; Law of Intentionality** - *Growth doesn't just happen. "Life is now in session, are you present?"*; **The Law of the Mirror** - *You must see value in yourself to add value to yourself*; **The Law of Awareness** - *You must know yourself to grow yourself*

October 2016: 2 Virtual meetings; Mastermind sessions on application and accountability of the Law of Intentionality, the Law of Mirror, the Law of Awareness

November 2017: In-person meeting, **Session 3: The Law of Consistency** - *Motivation gets you going, discipline keeps you growing*; **The Law of Environment** - *Growth thrives in conducive surroundings.*

December 2016: 2 Virtual meetings; Mastermind sessions on application and accountability of the Law of Consistency and The Law of the Environment

January 2017: In-person meeting, **Session 4: The Law of Design** - *To maximize growth, develop strategies*; **The Law of Pain** - *Good management of bad experiences leads to great growth*

February 2017: 2 Virtual meetings; Mastermind sessions on application and accountability of the Law of Design and the Law of Pain

March 2017: In-person meeting, **Session 5: The Law of Reflection** - *Learning to pause allows growth to catch up with you*; **The Law of the Ladder** - *Character growth determines the height of your personal growth*; **The Law of The Rubber Band** - *Growth stops when you lose the tension between where are you to where you could be*

April 2017: 2 Virtual meetings; Mastermind sessions on application and accountability of the Law of Reflection, Law of the Ladder, and Law of the Rubber Band

May 2017: In-person meeting, **Session 6: The Law of Trade-Offs** - *You have to give up to grow up*; **The Law of Curiosity** - *Growth is driven by wanting to learn more*

June 2017: 2 Virtual meetings: Mastermind sessions on application and accountability of the Law of Trade-Offs and the Law of Curiosity.

July 2017: In-person meeting, **Session 7: The Law of Modeling** - *It's hard to improve when you have no one but yourself to follow*; **The Law of Expansion** - *Growth always increases your capacity*; **The Law of Contribution** - *Growing yourself enables you to grow others*

August 2017: Virtual meetings: Mastermind sessions on application and accountability of the Law of Modeling, the Law of Expansion, the Law of Contribution, and course wrap-up.

***Both of the plans are open for feedback and discussion. I wanted to lay out a couple of clear plans to consider.*

***All dates and times will need to be agreed upon by both parties*

The JOHN MAXWELL **Team**

WE INSPIRE, CHALLENGE AND EQUIP LEADERS
TO LIVE OUT LEADERSHIP.

