

## The Academy Provides the Resources to Understand the Role & Responsibilities of Field Leadership in the Financial Services Industry.

- The cost-effective, time-efficient way to increase recruiting, first year productivity and retention. Designed for all levels of leaders.
- Develops the skills, the habits and the knowledge which turn ordinary field managers into extraordinary Leaders.
- Expedite a Leader's learning and understanding process of the Five Elements of Leadership.
- Developing the knowledge and techniques in the Science of Management, while Delivering the Skills and Insights of the Art of Leadership.
- Innovative, virtually delivered video based training, with access to hundreds of sessions, averaging less than 10 minutes, all with Participant & Facilitator's Guides.
- Self-study or facilitator led course work for all levels of experience regardless of product line.



## *The Next Level of Leadership Development*

*The Academy is an innovative, virtual video based resource for leadership training and development, which delivers hundreds of high impact sessions and our unique "Show Me" vignettes to instill the essential elements of leadership.*

No one is born into leadership, it is a developed skill based on knowledge, habits, resources and experience. Today's top leaders in the financial services industry did not get there alone. They were mentored, received insights, learned best practices, and had timely and consistent training. And now you can too!

The Academy primarily focuses on the Five Elements of Leadership, and provides insights from some of today's top leaders in the financial services industry.

- The Leader's Philosophy
- The Foundational Principles of Leadership
- The Recruiting Process - including recruiting's 3 phases
- The Development & Training Process
- The Accountability Process

Whether you are building a region, a firm or agency, a sales office or unit, or a sales team, here you will find the tools, the resources, the best practices and the confidence to make your endeavor into a great success. As you will quickly see, the GAMA Academy was developed for you and your team.

## **Schedule a Demo Today!**

Call 754-444-3945

[GAMAacademy.com](http://GAMAacademy.com)

