

# The Five Elements of Leadership Curriculum Outline

## Leader's Philosophy

### Foundational Principles of Leadership

Foundational Principles – General

Foundational Principles – Visions, Missions, Value Propositions

Foundational Principles – Office Systems and Processes

Foundational Principles – Controlling the Environment

Foundational Principles – Utilizing Resources

### Recruiting Process

#### Recruiting Process – General

Understanding and Determining a Successful Candidate Profiles

Never Be Out of Sight or Out of Mind

Active Candidates vs Recruits – No When to Say No

Nominators

Who Fits Your Firm

The Various Types of Independent Candidates

#### Recruiting Process – Finding Stage

Finding Stage - General

Inexperienced Recruiting Candidates

Independent Experienced Recruiting Candidates

#### Recruiting Process – Selection Stage

Selection Stage - General

Inexperienced Recruiting Candidates

Independent Experienced Recruiting Candidates

#### Recruiting Process – Momentum Building Stage

Momentum Building Stage - General

Inexperienced Recruiting Candidates

Independent Experienced Recruiting Candidates

### Development Process

Development Process – General

Development Process – For Inexperienced Recruits

Development Process – For Experienced Recruits

Development Process – For Production Growth

Development Process – For On-going Training

Development Process – For Building Markets

Development Process – For Staff, Functional Specialists, and Contingency Planning

Development Process – For Management Team\*

### Accountability Process

Accountability Process – General

Accountability Process – Power of Goals

Accountability Process – Activity Monitoring

Accountability Process – Self Discipline and Awareness Accountability Process – Management Team\*