



## **Webinars on Demand**

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### **GEDU-WEB1                      *Recruiting University***

Chances are you may be spending tens to hundreds of thousands of dollars each year on your recruiting efforts. But, are you getting high-performance results? Recruiting and selection is much more than asking people the right interview questions. It starts with a vision and is built upon a game plan.

In *Recruiting University*, Ed Deutschlander, CLU CLF, shares the recruiting and selection strategies that have given North Star Resource Group a retention rate that's four times the industry average.

### **GEDU-WEB2                      *Coaching Solutions for All Situations***

What's the difference between a coach, a mentor, a leader and a manager? How do I know when to coach and when a different role is appropriate? How do I know what questions to ask? What do I do if coaching isn't working? Find the answers to these questions and more in *Coaching Solutions for all Situations*.

In this 60-minute webinar, professional coaches Bob Arzt, Machen MacDonald and Kelli McCauley share coaching strategies and best practices that will help you motivate and support your advisors while still holding them accountable for results.

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