

JAN. 18, 2012, 11:00 AM EST



Connections That Make a Difference

Speakers: Randal Espey, LUTCF

Guardian Life Insurance Company of America

Christopher Wagner

Mutual of Omaha Insurance Company

Allyson Watts, CLU ChFC

State Farm Insurance Companies

It is important to find not only a great candidate but the right candidate. This requires sourcing and selecting successful and dedicated producers.

Randal, Allyson, and Chris will discuss where to find good recruits and how to make the connections that will bring you candidates who will not only be highly productive, but remain in the industry for years to come.

Moderator: Craig A. Long, ChFC

Mutual of Omaha Insurance Company

APRIL 18, 2012, 11:00 AM EST



Prospecting in a New Light

Speakers: Eric Campbell, CLU ChFC CLF

New York Life Insurance Company

Kelly Herring, CLU ChFC

Modern Woodmen of America

Scott Phillips, CPA CLU ChFC

MetLife

In the insurance and financial services industry, people are always looking for successful ways to prospect new clients. This teleconference will share new prospecting strategies after Project 100 that will help new agents become successful and boost retention.

Moderator: Daniel L. Lawrence, CLU ChFC CFFM

Modern Woodmen of America

SEPT. 19, 2012, 11:00 AM EST



The Leadership Challenge: Developing Leaders From Within

Speakers: John Baier, M.S.F.S., CLU ChFC

New York Life Insurance Company

Harry Hoopis, CLU ChFC

Northwestern Mutual Life Insurance Company

Developing the leaders of today and tomorrow, those who will become the next industry icons, is imperative for the insurance and financial services industry. John Baier and Harry Hoopis will address the challenges of developing new leaders and present strategies for leadership development.

Moderator: Maurice B. Springer

New York Life Insurance Company

NOV. 21, 2012, 11:00 AM EST



Launching 2013, Building a More Powerful Team

Speakers: Alison Fleming

Waddell & Reed

David LaBricciosa, CPA

MetLife

The teams approach is a strategy that allows people to work with others and build a powerful service group with high-level experience. However, many teams fail to meet the goals they set out to accomplish. This teleconference will focus on how to avoid the problems that cause team engines to fail and will give the audience a topical check list to help advisors and agents become a more powerful and effective team.

Moderator: John K. Maloney, CFP

Waddell & Reed

GAMA International Learning Tracks

= Business Strategy & Growth	= Diversity	= Frontline Leader Development
= Leadership & Culture	= Performance Coaching & Mentoring	= Producer Development
= Recruiting & Selection	= Retention	= Sales & Marketing
= Supervision & Accountability		