



GAMA INTERNATIONAL-APPROVED PERFORMANCE COACHES

For The Essentials of Leadership and Management

Kick start your Essentials 10-year business plan. Sometimes we all need a little help getting the job done ... someone to keep us focused on the goal ... motivate us when we're stuck ... and push us to excel.

Coaching services are now available to support field leaders who have recently completed *The Essentials of Leadership and Management* and for those who graduated some time ago and want to increase their focus and motivation.

BENEFITS

- **GAMA-Approved Coaches.** GAMA has contracted with professional coaches who have in-depth experience in the insurance and financial services industry. These coaches are knowledgeable about *The Essentials* curriculum and have customized their coaching process to focus on implementing the business plan you created in your class.
- **Sustained Momentum.** Even with the best of intentions, it's all too easy to lose momentum when a course ends and you return to your day-to-day activities. *Essentials* coaching groups will keep you on track and focused on achieving the critical goals you identified in class.
- **Implementation Focus.** You invested time and energy creating a detailed 10-year business plan in *The Essentials* class. The coaching process will maximize your investment by guiding and supporting you as you take action to make your plan a reality.
- **Peer Support.** You'll participate in a coaching group with peers from *The Essentials* course, people who understand your job and the challenges you face.
- **Easy Access.** Coaching work takes place by teleconference. This means there's no need to travel, and you can dial in from anywhere.
- **PACE Credit.** The *Essentials* coaching programs satisfy the requirements for PACE recertification credit. Participants who successfully complete a program may earn 10 credit hours.

PROCESS

Most groups meet every one to two weeks for three months. One 20-minute individual coaching session is also included for each participant. Registration and payment are handled directly with the coach and the fees for coaching programs are approximately \$300-\$500.00.

For more information call 1-800-345-2687, ext. 8170.