



*Field Leadership Series  
Building the Right People*



### Workshop Objectives

Upon completion of this workshop, you will be able to:

- Identify the practices that highly successful field leaders are using to launch their new associates successfully in the career, including tactics that are being used to:
  - Assess, assimilate and train new associates
  - Establish expectations that positively impact activity levels
  - Hold new associates accountable for results
  - Build the personal support networks that impact high-performance
  - Create a high-performance culture
  - Create the job related support that is needed for a fast start
  
- Apply the practices of highly successful field leaders to your own organizations through:
  - Completing assessments of your current new-associate launch process
  - Identifying and prioritizing changes you will make to improve you new-associate launch process

### Workshop Agenda

Time	Topic
8:00–8:30	Welcome and Introduction
8:30–9:30	Assessing Fit
9:30–9:45	Break
9:45–10:45	Assimilating New Associates
10:45–11:45	Training New Associates
11:45–12:45	Lunch
12:45–1:45	Expectations & Accountability
1:45–2:45	Building the Personal Support Network
2:45–3:00	Break
3:00–4:00	Job Related Supports
4:00–4:30	Conclusion
4:30–5:00	Summarize / Wrap-up