



## Keeping the Right People Workshop Agenda

### WORKSHOP AGENDA

Time	Activity/Topic
8:00 a.m. – 8:30 a.m.	Welcome
8:30 a.m. – 8:45 a.m.	Introduction
8:45 a.m. – 9:45 a.m.	Why high-performing associates leave
9:45 a.m. – 10:00 a.m.	Break
10:00 a.m. – 1:00 p.m.	Sequence of events leading to departure
11:00 a.m. – 2:00 p.m.	Business supports that impact retention
12 noon – 1:00 p.m.	Lunch
1:00 p.m. – 2:15 p.m.	Developing and coaching the successful associate
2:15 p.m. – 3:15 p.m.	Personal supports that build retention
3:15 p.m. – 3:30 p.m.	Break
3:30 p.m. – 4:30 p.m.	How field leaders add value
4:30 p.m. – 4:45 p.m.	Conclusion
4:45 p.m. – 5:00 p.m.	Wrap-up