

Testimonials

Finding the Right People (limited offerings in 2007)

"Awesome and very practical program!! "

"This seminar is chalked full of gems! It gave me tremendous insight into what the very best agencies are doing in the area of recruiting. The seminar brought into clear focus what I need to be doing to improve our recruiting. I now have at least a dozen recruiting projects to work on which will ultimately help us achieve our growth vision."

Building the Right People

"I learned how to communicate expectations effectively before the job offer and during employment. You'll waste a lot of time and energy — and probably hire the wrong people — if you don't."

"After we attended the Field Leadership workshop on Building the Right People, we completely revamped our training program to include more before contract signing. We spend a lot more time determining what the recruit's natural markets are and whether they fit with our vision of our firm."

"During the workshop, it became obvious that we needed a mentoring program. We're a small agency and it was a challenge, but we learned how to establish one. Besides supporting the new recruit, the senior agent mentoring him or her helps us determine if the recruit is going to work out. "

"The break-out sessions were really valuable. People shared what they're doing that works."

"If you're going to be a leader, you need to stay on the cutting edge. It's not about how smart you are today or were yesterday. You need to keep your eye on the ball. Building the Right People helps you do that. It gives you a fresh look at what you're doing."