

# What's Your Business Challenge?

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# GAMA International Products Can Help.



## GAMA International Professional Development Products

	GAMA International Professional Development Products																							
	GREAT IDEAS BOOK SERIES										MASTER FIRM BUILDERS BOOK SERIES		SYSTEMS FOR SUCCESS GUIDEBOOKS & AUDIO GUIDEBOOKS											
	Do Well by Doing Good	Ed Deutschlander's Recruiting University	Elements of Leadership: Achieving Excellence in Frontline Management	A Guide to Establishing Study Groups	Great Culture-Building Ideas	Great Ideas for Frontline Leaders	Great Leadership Ideas	Great Marketing Ideas	Great Mentoring Ideas	Great Recognition and Contest Ideas	Great Recruiting Ideas	Great Retention Ideas	Great Supervision and Accountability Ideas	Great Team-Building Ideas	25 Secrets to Sustainable Success (Phillip C. Richards)	From Scratch to \$100 Million to \$1 Billion (Norman G. Levine)	Leaders Growing Leaders (Quincy M. Crawford)	Finding the Right People	Building the Right People	Keeping the Right People	Reaching the Right People	Building High-Performance Adviser Teams	Building High-Performance Leadership Teams	Building Top Performers: Best Practices in Mentoring and Coaching
▶ Manage your business				✓											✓	✓	✓	✓	✓	✓	✓	✓	✓	
▶ Develop business plans		✓																✓	✓	✓	✓	✓	✓	
▶ Develop marketing initiatives								✓													✓			
▶ Improve business processes		✓		✓		✓		✓		✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
▶ Recruit and select high-quality candidates	✓	✓	✓								✓				✓	✓	✓	✓						
▶ Jump-start new producer success	✓	✓	✓			✓			✓	✓		✓	✓	✓								✓		✓
▶ Set expectations and manage accountability	✓		✓		✓	✓						✓			✓	✓	✓	✓				✓	✓	✓
▶ Enhance training effectiveness			✓			✓									✓	✓	✓	✓	✓					
▶ Increase producer retention rates			✓		✓	✓				✓		✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓
▶ Motivate and retain top producers			✓		✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓
▶ Create a high-performance culture		✓			✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓
▶ Develop future leaders			✓				✓		✓							✓	✓					✓	✓	✓
▶ Become a stronger leader			✓	✓	✓	✓	✓	✓					✓	✓	✓	✓	✓					✓	✓	✓



BUILDING THE LEADERS WHO BUILD THE INSURANCE, INVESTMENT & FINANCIAL SERVICES INDUSTRY

For more information, contact GAMA International at 800-345-2687 or [programs@gamaweb.com](mailto:programs@gamaweb.com)

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## GAMA International Professional Development Resources

	ONLINE ASSESSMENT TOOLS		PROGRAMS		FIELD LEADERSHIP SERIES WORKSHOPS			MASTER STRATEGY SERIES WORKSHOPS			FREE-TO-MEMBER RESOURCES								
	360° Leadership Competency Assessment	Organizational Climate Assessment	Building the Right People Online Assessment	Keeping the Right People Online Assessment	LAMP Annual Conference	The Essentials of Leadership and Management	Finding the Right People	Building the Right People	Keeping the Right People	Building High-Performance Adviser Teams	25 Secrets to Sustainable Success (Phillip C. Richards)	Recruiting University (Edward G. Deutschlander)	Building High-Performance Leadership Teams (Linda L. Witham)	Leaders Growing Leaders (Quincy M. Crawford)	Best Practices Teleconferences	GAMA International Journal	Gama Source	Leading Others: Making the Move to Sales Management	LIFE Foundation Resources
▶ Manage your business		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓		
▶ Develop business plans			✓	✓	✓	✓	✓	✓	✓	✓		✓	✓		✓	✓	✓		
▶ Develop marketing initiatives					✓										✓	✓	✓		✓
▶ Improve business processes		✓	✓	✓	✓	✓	✓	✓			✓	✓		✓	✓	✓	✓		
▶ Recruit and select high-quality candidates					✓	✓	✓				✓	✓		✓	✓	✓	✓		
▶ Jump-start new producer success			✓		✓	✓		✓				✓			✓	✓	✓		✓
▶ Set expectations and manage accountability			✓		✓	✓		✓		✓			✓	✓	✓	✓	✓		
▶ Enhance training effectiveness			✓	✓	✓	✓		✓			✓			✓	✓	✓	✓		✓
▶ Increase producer retention rates		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓		
▶ Motivate and retain top producers		✓		✓	✓	✓			✓	✓	✓		✓	✓	✓	✓	✓		✓
▶ Create a high-performance culture		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
▶ Develop future leaders	✓				✓	✓				✓			✓	✓	✓	✓	✓	✓	
▶ Become a stronger leader	✓	✓			✓	✓					✓		✓	✓	✓	✓	✓		



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