Leadership in Life Institute

You will grow emotionally, spiritually, intellectually & professionally.

Class Curriculum

The Institute's core course material is derived from the works of Stephen Covey, Jim Collins, John Maxwell, and Kouzes & Posner. Each session begins at 8:00 a.m. and ends at 5:00 p.m. Each session includes multiple small group discussion/break-out sessions.

Session One: *Identifying One's Self*

Session One gives participants the opportunity to get to know one another, assess their own assets, and identify personality styles and how to relate to those styles. Topics include:

- Personal Style Assessment – Understanding Yourself and Almost Everybody Else
- What makes a leader that constituents want to follow?
- Internal Communication – Ideals of Positive Self-Talk
- Luncheon Sales Topic – Different Personalities and the Selling Process
- Identifying NAIFA – Mission, History and Essential Role in the Industry
- Effective Communication
- Level 5 Leadership

Session Two: *Mastering One's Self*

Session Two explores leadership fundamentals. Topics include:

- Six Disciplines of Credibility
- Face the Facts, Create a Climate of Trust, Ignite Your Passion
- Maxwell's Laws of Leadership
- Luncheon Sales Topic – MDRT Blueprint for Productivity
- NAIFA Advocacy – Information, Access and Influence
- Shifting Paradigms – The 7 Habits of Highly Effective People
- Creating a Vision to Define Your Direction for the Future

Session Three: *Developing One's Self*

Session Three moves participants to apply the self-mastery skills learned in Session Two. Topics include:

- Culture of Discipline and Serving a Purpose
- Stephen Covey's Habit #1 – Be Proactive
- Stephen Covey's Habit #2 – Begin With the End in Mind
- Luncheon Sales Topic – Interpersonal and Communication Skills
- NAIFA Professional Development, Education and Partnerships
- Student Presentations – Vision, Mission and Guiding Principles
- Developing a Business Plan

Session Four: *Developing the Leader in Others*

Session Four moves to working directly with others in accomplishing unique goals. Topics include:

- Team Building
- Student Presentations – Business Plans
- Stephen Covey Habit #3 – Put First Things First
- Luncheon Sales Topic – Recruiting and Retaining the Ideal Sales Assistant
- NAIFA Building Blocks – Structure and Governance
- Stephen Covey Habit #4 – Think Win-Win

Session Five: *Someday All This Will Be…Whose?*

The fifth session addresses leadership fundamentals that reflect the commitment of an effective leader to serve. Topics include:

- Stephen Covey Habit #5 – Seek First to Understand
- Mentoring and Collaboration
- Luncheon Sales Topic – Answering Objections
- NAIFA Leadership Tools
- Stephen Covey Habit #6 – Synergy
- Running an Effective Meeting

Session Six: *The Journey Begins*

Session Six serves as commencement and transition. Topics include:

- Reflect and Review – Strengths and Weaknesses
- Conflict Resolution and Case Studies
- The Responsibility Factor – Identifying and Accepting Personal Responsibility
- Luncheon Topic – Serving Your Professional Association – Leaving a Legacy
- Stephen Covey Habit #7 – Sharpen the Saw
- The Success Journey

"The LILI experience far surpassed all expectations I had.
It continues to be a life-changing experience for me
as I use and expand this knowledge in my business and personal life.
This is THE program for anyone who is serious about excellence in their lives."

Brian S. Hanby, CSA, CLTC, NAIFA-Central Utah, LILI Graduate

LILI—Serving NAIFA by advancing the highest standard of leadership thinking

For more information, visit www.naifa.org/lili or ask your association about enrollment opportunities in your state.

NAIFA
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