

LEADERSHIP TRAINING FORUMS: YEAR ONE

PERSONAL EFFECTIVENESS & CLIENT MANAGEMENT



- Using Time Wisely: Key Principles of Time Management, plus an overview of the Emerging Leaders Academy program
- Personal Integrity: A Key Component of Great Leadership
- Capitalizing on Personal Strengths and Talents
- Performing Damage Control for Areas of Personal Weakness
- Setting and Accomplishing Worthwhile Goals
- Basic Contributions to the Firm: Budgets, Billing, Collections & Ideas
- Client Management: Selecting and Keeping the Right Clients
- Moving from Historian to Trusted Advisor
- Providing Exceptional Client Service
- Helping to Make Client Transitions Successful

LEADERSHIP TRAINING FORUMS: YEAR TWO

TEAM DEVELOPMENT & BUSINESS DEVELOPMENT

- Learning to Give and Receive Constructive Feedback
- Effective Delegation: How Leaders Help Others Grow
- Conducting Effective Performance Evaluations
- Principles of Effective Coaching
- Dealing Effectively with Underperformers
- Avoiding the Bandwagon: Examples of Leadership Courage
- Business Development: Getting Better Every Day
- Committing to a Personal Business Development Plan
- The Proper Way to Build a Business Network
- Becoming a Recognized Expert



LEADERSHIP TRAINING FORUMS: YEAR THREE

LEADERSHIP & FINANCIAL MANAGEMENT

- Becoming a High Yield, Low Maintenance Firm Member
- The Importance of Personal Example: Acting Like a Leader
- Avoiding the 10 Worst Habits of Otherwise Good Leaders
- Understanding and Improving Firm Processes
- The Proper Way to Approach Strategic Planning
- What all New Partners Need to Know and Understand
- Your Role in Improving Client Payments
- Benchmarking Statistics for High Performance Firms

