

# Team Series



## Invest in Your Team

As a leader we know you care about your team and often focus on sales training and product knowledge for their development. This year, give them something they never expected yet need...training beyond the numbers! Provide the team personal coaching, professional coaching, and team coaching that shows them they are more than a producer or service representative. Invest and focus on each team member as a person first, then as a professional and watch the team flourish.

## About Future Legacy Partners Team Series

After coaching thousands of Agents for the past two decades, we know you care about your team and want them to be successful. We also know there is more to your world than just your business. We care about you as a person and as an entrepreneur and would be honored to become your team's professional development and business coaches!

We proudly offer a program specifically for those looking for a comprehensive team-development program that offers group learning with other business teams.

- Teams experience life coaching, professional coaching, and team coaching that increases communication, professionalism, solution-focused strategy, and performance.
- We introduce and reinforce positive, solution-oriented competencies and behaviors to create better results within the team.
- Using assessments, activities, and discussions, we confront tough topics all work teams face.
- We teach your team how to prevent and work through the underlying causes of frustration, disconnection, and disfunction.

Interested in the results? Check out the next few pages for more information, results, and feedback from other agents on how the Team Series has helped their teams. We welcome the opportunity to partner with you, free your time, and empower your team this year.

# FUTURE LEGACY PARTNERS

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## What Leaders and Team Members are Saying about the FLP Team Series in 2020

### What Results are You Seeing Because of the FLP Team Series?

"Life insurance is the biggest one for sure. We are more consistently and confidently pivoting to all of our current clients and uncovering needs that we didn't know they had. It helps to feel much more accomplished as an office."

"Drive!!! I've noticed a lot more drive and ambition when it comes to goals we need to complete. Now that we know why we want things, we work so much harder for them."

"Our office is pivoting more; our team is more connected and understanding. I have been able to recognize meaning to what I am doing and sifting out toxic behaviors, people, etc."

"We've implemented many techniques into our sales approach which has increased sales and client interaction."

"We are working on defining job roles for each team member, writing out specific systems, and sharing with the team. We had the best production month in June in our 35-year history... working on training and coaching around the financial services conversation."

"Last week, we were in the top 5 for quoting in our sales territory. Each team member is focused on their opportunities and areas of expertise."

"It has helped us be more in tune to one another's needs so we can help each of us accomplish our goals as a team."

"I accomplished how to deal with different situations at work, how to deal with client and co-workers, and how to deal with stress in a positive way."

### What Would You Tell Other Leaders and Team Members About the FLP Team Series?

"I would tell owners to enroll! If not for the team, then do it for themselves because it is awesome! You learn more about who you are, what you value, and what the people around you value so you can then meet on common ground and become a great team."

"The FLP Team Series is 100% worth it, and then some. It gives you a wider perspective on why people are the way that they are. This overall helps you with your biggest "why" behind things. It helps you keep your professional and personal life on track for where you want it to go and set higher standards and goals for yourself."

"Do not think twice! Not only has it helped me personally as an individual, but it has also helped me in daily work with my co-workers and customers, as well as, my home."

"Do it! It is worth it! Do the homework. Take it seriously. Use the things you learn, every day... it will pay off and benefit you not only at work, but in your everyday life."

### How Has the FLP Team Series Improved Your Health and Wellbeing?

"We have all really tried to become healthier by incorporating exercise and a healthy diet. We believe that this will help our overall attitude towards each other and create a better work environment."

"I have found myself being intentional when it comes to being proactive about my health. I feel happier!!! I still want to improve my physical health, but I feel my mental health has already improved. I am letting go of negative energy so there's more space for positivity!"

"As one who struggled with a balanced healthy lifestyle, the Holistic Health assessment opened my eyes to the changes I need to make. I had never connected the effect of personal health to work environment and the way I feel."

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## What Leaders and Team Members are Saying about the FLP Team Series in 2020

### How Does the FLP Team Series Help Your Mindset and Engagement?

"We have been able to more effectively process the changes of losing and gaining team members. In what comes from the hand-off from the departure and the whole new training design for the newcomers."

"It provides constant moments to reflect on the area of discussion during each session and the week following it. Reflection and assessment of both internal and external variables; It allows growth for each individual both personally and professionally."

"We have become stronger and closer as a team. We understand each other's personalities better and actually let a team member go who was not being a team player. It shows true personalities and that our job is not for everyone."

"Personally, I have found confidence to try things that I was nervous to do before, like pivoting to products before I felt 'ready' to. I have been able to motivate and encourage the team using verbiage we discussed during the FLP Team Series when I see them struggling."

"Trying to have more confidence in myself and STOP holding myself back. I know I am so much smarter than I give myself credit for."

"It actually has helped me see my goals in my personal life. Now that I am getting that set up, it has made me more engaged and have more energy in my work life."

"I have created habits for myself directed at encouragement, rest, and positivity, as a result of the Team Series. I think that as a team, a big takeaway has been that if we have any sort of conflict among the team, we have to always consider the person's intent rather than how we interpreted it, and it has produced better communication."

## The FLP Team Series by the Numbers

**98%**

- agree the FLP coaches really care about them and their development and provide team learning by encouraging everyone to complete activities and participate in team and class discussions
- agree the FLP coaches effectively present the lessons and tools in a clear and organized manner and create an environment that encourages learning

**90%**

- better understand why they think, feel, and respond the way they do
- have a better appreciation for trust, character, and competence within a team environment
- are more comfortable with holding themselves and others accountable in a positive way to enhance engagement and results in our work

**88%**

- would recommend Future Legacies and its training programs to a friend or colleague
- have a clear picture of the brand and professional presence they want to represent and demonstrate to others
- are more aware of their strengths, positive traits, and beliefs about themselves
- are more aware of how to limit self-doubt, negativity, and negative behaviors
- now have a clearer understanding of their vision and mission, core values, and philosophies/beliefs
- agree experiencing development, team training, and professional coaching with the Team has been beneficial

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## Frequently Asked Questions

### What topics does the Team Series cover?

The FLP Team Series is about connecting the dots of who you and your team are, what you care about, how you live, and how you work together so you can better maximize results in the office and in your personal world. In the series we explore over 50 concepts and tools that help you better align your actions with your values and goals.

It takes more than product knowledge to be successful. We help teams build confidence in their roles and remove the many obstacles that often get in the way of achieving the desired results in production and customer service.

FUTURE LEGACY PARTNERS TEAM SERIES SESSIONS			
WHO I AM AS A PERSON AND HOW I LIVE WELL			
PART 1: MY THOUGHTS	PART 2: MY WAYS	PART 3: MY RESPONSE	PART 4: MY LIFE
2 SESSIONS	2 SESSIONS	2 SESSIONS	3 SESSIONS
0. INTRODUCTION & EXPECTATIONS	2. INFLUENCES & LEGACY	4. BELIEFS & SYNDROMES	6. PERSONAL PLANNING
1. THOUGHTS & FOCUS	3. ATTRIBUTES & MBTI	5. ANGER & JUDGEMENT RESPECT & FORGIVENESS	7. HOME & RELATIONSHIPS
			8. HEALTH, FITNESS, STRESS & RESTORATION
WHO I AM AS A PROFESSIONAL AND HOW WE SUCCEED AS A TEAM			
PART 5: MY VALUES	PART 6: MY PLAN	PART 7: MY RESULTS	PART 8: MY COMMITMENT
3 SESSIONS	3 SESSIONS	3 SESSIONS	3 SESSIONS
9. VALUES & PHILOSOPHIES	12. MEANINGFUL DECISIONS COACHING MODEL	15. PURPOSE, DRIVE, INSPIRATION, EMPOWERMENT	18. PROBLEMS, SOLUTIONS, & TEAM CULTURE
10. VISION & MISSION	13. TEAM PERFORMANCE PLANNING PART 1	16. RESULTS, MOTIVATION & ENGAGEMENT	19. MAXIMIZATION & MOMENTUM
11. CHARACTER, BRAND, & PROFESSIONALISM	14. TEAM PERFORMANCE PLANNING PART 2	17. ACCOUNTABILITY & PERFORMANCE	20. LIFETIME LEARNING & CELEBRATION

### What are some of the Team Series benefits?

The Team Series was built with agents in mind. With the Team Series, you can:

- Incorporate professional development and coaching into your office environment
- Have EVERY member of your team be coached and developed by experts, without leaving your office.
- Free up and repurpose the hours you currently spend on planning and delivering meetings

Every team member receives coaching and development to help them:

- Better understand themselves, their thought patterns, and responses and how that impacts performance
- Better manage their interactions with co-workers and customers and how that impacts team culture
- Better identify as professionals and align their actions with generating results to stay on-track and focused
- Improve engagement and positive accountability to more easily reach short- and long-term goals
- Create a trusting and open culture within the team so they feel comfortable addressing issues in a productive way and in working together to create synergy and high performance

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## How Do Teams Experience our Team Series?

FLP Team Series Sessions can be utilized as consistent, development-focused team meetings throughout the year, freeing time for the business leader to focus on other strategic areas.

- We provide 20, 1-hour LIVE, virtual team coaching sessions throughout the year PLUS 20 additional hours of team development content to EVERY member of your team.
- Session Groups involve up to 12 business teams, providing a community for business learning and discussion with other teams across the U.S. - without anyone leaving your office.
- Your team will choose your preferred day and time slot for the year. Your entire team may attend the same session or divide and attend at different session times. You can view the complete schedule below.
- Every other week on the day and time you chose, you will log in to a 1-hour, interactive video conference.
- You will be joined by the FLP Coaches and other participating teams from across the United States.
- Each member will complete the program curriculum with a comprehensive workbook that is all about them, their strengths, their action steps, and tools to help them succeed.

## What is the Investment?

The investment for your entire team's participation is:

- \$285 per month for 12 months for Single-Office Agencies
- \$325 per month for 12 months for Multi-Office Agencies

## 2021 Schedule

2021 Team Series Complete Schedule										
Sessions	Team 19	Team 20	Team 21	Team 22	Team 23	Team 24	Team 25	Team 26	Team 27	Team 28
	Tuesdays	Tuesdays	Tuesdays	Tuesdays	Wednesdays	Wednesdays	Wednesdays	Wednesdays	Thursdays	Thursdays
	7:30am	8:45am	10:15am	12:00pm	7:30am	8:45am	10:15am	12:00pm	8:30am	10:00am
	Central Time									
Introduction (full team attends)	1/26/2021	1/26/2021	1/26/2021	1/26/2021	1/27/2021	1/27/2021	1/27/2021	1/27/2021	1/28/2021	1/28/2021
1	2/9/2021	2/9/2021	2/9/2021	2/9/2021	2/10/2021	2/10/2021	2/10/2021	2/10/2021	2/11/2021	2/11/2021
2	2/23/2021	2/23/2021	2/23/2021	2/23/2021	2/24/2021	2/24/2021	2/24/2021	2/24/2021	2/25/2021	2/25/2021
3	3/9/2021	3/9/2021	3/9/2021	3/9/2021	3/10/2021	3/10/2021	3/10/2021	3/10/2021	3/11/2021	3/11/2021
4	3/23/2021	3/23/2021	3/23/2021	3/23/2021	3/24/2021	3/24/2021	3/24/2021	3/24/2021	3/25/2021	3/25/2021
5	4/6/2021	4/6/2021	4/6/2021	4/6/2021	4/7/2021	4/7/2021	4/7/2021	4/7/2021	4/8/2021	4/8/2021
6	4/20/2021	4/20/2021	4/20/2021	4/20/2021	4/21/2021	4/21/2021	4/21/2021	4/21/2021	4/22/2021	4/22/2021
7	5/4/2021	5/4/2021	5/4/2021	5/4/2021	5/5/2021	5/5/2021	5/5/2021	5/5/2021	5/6/2021	5/6/2021
8	5/18/2021	5/18/2021	5/18/2021	5/18/2021	5/19/2021	5/19/2021	5/19/2021	5/19/2021	5/20/2021	5/20/2021
9	6/1/2021	6/1/2021	6/1/2021	6/1/2021	6/2/2021	6/2/2021	6/2/2021	6/2/2021	6/3/2021	6/3/2021
10	6/15/2021	6/15/2021	6/15/2021	6/15/2021	6/16/2021	6/16/2021	6/16/2021	6/16/2021	6/17/2021	6/17/2021
11	6/29/2021	6/29/2021	6/29/2021	6/29/2021	6/30/2021	6/30/2021	6/30/2021	6/30/2021	7/1/2021	7/1/2021
12	7/20/2021	7/20/2021	7/20/2021	7/20/2021	7/21/2021	7/21/2021	7/21/2021	7/21/2021	7/22/2021	7/22/2021
13	8/3/2021	8/3/2021	8/3/2021	8/3/2021	8/4/2021	8/4/2021	8/4/2021	8/4/2021	8/5/2021	8/5/2021
14	8/17/2021	8/17/2021	8/17/2021	8/17/2021	8/18/2021	8/18/2021	8/18/2021	8/18/2021	8/19/2021	8/19/2021
15	8/31/2021	8/31/2021	8/31/2021	8/31/2021	9/1/2021	9/1/2021	9/1/2021	9/1/2021	9/2/2021	9/2/2021
16	9/14/2021	9/14/2021	9/14/2021	9/14/2021	9/15/2021	9/15/2021	9/15/2021	9/15/2021	9/16/2021	9/16/2021
17	9/28/2021	9/28/2021	9/28/2021	9/28/2021	9/29/2021	9/29/2021	9/29/2021	9/29/2021	9/30/2021	9/30/2021
18	10/12/2021	10/12/2021	10/12/2021	10/12/2021	10/13/2021	10/13/2021	10/13/2021	10/13/2021	10/14/2021	10/14/2021
19	10/26/2021	10/26/2021	10/26/2021	10/26/2021	10/27/2021	10/27/2021	10/27/2021	10/27/2021	10/28/2021	10/28/2021
20	11/9/2021	11/9/2021	11/9/2021	11/9/2021	11/10/2021	11/10/2021	11/10/2021	11/10/2021	11/11/2021	11/11/2021

All dates subject to change.

## Contact us today to get started!

We welcome the opportunity to partner with you and empower your team this year. To learn more or check available dates, contact us today!

# FUTURE LEGACY PARTNERS

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## The Faces Behind Future Legacy Partners

### Wendy W. Smith, Co-Founder

Prior to co-founding Future Legacies, LLC and its affiliates, Wendy invested 16 years as a leadership and business coach for a Fortune 500 Top 50 Company, traveling the United States coaching and training business leaders and teams. Having coached over 500 workshops and taught over 4,000 people, Wendy has addressed audiences of 5 to 500 in corporate, educational, student and ministry settings.

Previously, she spent 13 years in the financial services industry as an Investment Representative, General Securities Principal, Municipal Securities Principal, and led a team of truly remarkable financial services professionals across the southeastern United States.

At age 5, Wendy was given up by an alcoholic mother and raised by a father who fell into drug addiction. Both of her parents have done wonderful things for others in their lives, yet struggled personally and have been incarcerated at various times. Wendy is also a survivor of a multi-year battle with postpartum psychosis and depression following the birth of her first child.



Statistics suggest she should be in jail, on drugs or worse. Instead, Wendy is alive, loved, happy, and productive. While she mourns what has been lost, she is grateful for her journey and is determined to live a life set apart from her heritage.

Wendy created and has taught a life and leadership course to young people in the Alabama School System since 2014. She also serves as the Director of Children's Ministries in her local church. Wendy earned a Bachelor of Science in Business Administration with honors from Birmingham-Southern College. She trained as a Professional Life Coach at the Christian Coach Institute. When not speaking or consulting with clients, her energy and love are focused on her husband, son, and daughter.

Through her leadership, coaching, and teaching, Wendy is empowering and equipping people to build a Future Legacy worthy of their divine placement in this world.

### Testimonials:

"I've been in several different roles in my career and have seen all kinds of leaders. Every once in a while, one of those leaders comes across as something different. I can say now after meeting Wendy Smith and attending her class that she is truly an asset and a tremendous blessing to her attendees. Everything from her personality, to her dedication, to the way she wants to see improvement in people - is simply the best. I pray for her continued success as a coach and will continue to praise her as a mentor to any who will listen."

"I am very thankful to have met Wendy and to be able to call her friend. Many times in life, we forget the importance of friends. She definitely helped me through a time of need and change. She inspired me to set and achieve goals I never believed possible. What a year it's been. Thank you, Wendy, for being you and sharing so much. Genuine people are mighty hard to come by these days, but you are definitely one of the BEST."

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## The Faces Behind Future Legacy Partners

### Krista Hawkins, Co-Founder

Krista Hawkins has invested her career in helping others. First, as a counselor helping adults recover from addiction and later as a counselor guiding families through adoption. For 20 years, she worked with a Fortune 500 Top 50 Company providing guidance, coaching, and training to business teams, helping them to build effective systems and enhance their performance. Traveling the United States as a leadership and sales coach,

Today Krista continues her work of helping business leaders and professionals to maximize their potential and become their best self.

As co-captain of the Illinois State University Swimming Team, Krista earned a Bachelor's Degree in Child Development with academic honors followed by a Master's Degree in Counseling Education. She is also a graduate of the Institute for Integrative Nutrition as a Holistic Health Coach. Krista is married to Chad, a State Farm Agent, and they have two extraordinary daughters.



A role model for healthy living, Krista is active in yoga and the lifetime sport of swimming. Krista and her younger daughter produced and hosted a school television newscast, inspiring teachers and kids to live healthier lifestyles. She is a supporter and former board president of Special Kids, a nonprofit Christian organization providing therapies to children in need. Krista also empowers others through her holistic health coaching practice and is a Qualified National Marketing Director with the Juice Plus Company, sharing the benefits of healthy living with others.

### Testimonials:

"Krista truly gets it. She knows what leaders and business owners are battling every day. She meets those obstacles head-on and offers solutions that are realistic, practical, and thought-provoking. Her holistic philosophy is what so many entrepreneurs are lacking. I feel as if I have grown leaps and bounds with Krista's coaching!"

"Krista is incredibly talented, from a business development coach to health coach, and from super entrepreneurial wife to magnificent mom. Krista has such passion for the work she does, and it is contagious among the leaders and work teams who are fortunate enough to experience her coaching. Krista inspires and encourages others. She is always positive and always anticipating greatness from others. We all stretch to a higher version of ourselves when we're around Krista."

"Thanks to Krista for making a difference in my life and in so many others' who have worked with her in her long-time coaching and development career. Krista also coached my team in Health and Wellness. We all learned so much from what she taught us, and we are still applying our learnings today. Again, thanks to Krista for helping us not just in business, but also in our personal wellbeing. I can only try to repay Krista for all she has meant in the life of my team and me personally."

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## DYNAMIC TRAINING AND HOLISTIC COACHING FOR EXECUTIVES, LEADERS, TEAMS, AND INDIVIDUALS

Our team at Future Legacy Partners has invested 60 cumulative years leading, coaching, training, and developing executives, leaders, and employees. We have in-depth knowledge of the elements that foster positive team culture and improve performance, as well as, the circumstances that prove most challenging to employees, work teams, and leaders.

We work with individuals, teams, and organizations to discover their priorities and customize our unique employee and leadership solutions to best fit their needs. Our innovative solutions are steeped in extensive research and experience gained working with thousands of employees and leaders of a Fortune 500 Top 50 Company, as well as, thousands of entrepreneurs.

Our mission is to educate, train, and coach people to lead themselves, empower others, live their best lives, and create a strong, lasting legacy.

We do this through dynamic, customizable solutions offered in traditional, modern, and blended methods of learning delivery. Whether in one-on-one professional and executive coaching, virtual instruction, classroom training, or motivational presentations, Future Legacy Partners seeks to provide transformational solutions.

If you would like to learn more about our customized and packaged training and coaching solutions, please contact us today and begin to proactively develop your team for success!

To learn more, enroll in the FLP Team Series, or to refer a friend:

- Email [info@ourfuturelegacy.com](mailto:info@ourfuturelegacy.com) or
- Visit: [www.ourfuturelegacy.com](http://www.ourfuturelegacy.com)