



Leadership
Center
for Investment Stewards

Leadership Boot Camp

for Life Insurance Stewards

Come to West Point Nov 5 -7, 2013 to learn:

- ✓ How to apply the new *Best Practices Standard for Life Insurance Stewards*;
- ✓ Why “stewardship” is fast becoming the new standard of care for wealth advisors;
- ✓ How to assess the effectiveness of a decision-maker who is serving in a critical leadership role;
- ✓ How to broaden and deepen key relationships; and
- ✓ The importance of being viewed by your clients as *the point of inspiration for moral, ethical and prudent decision-making!*

See Page 3 for an Agenda





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This is an intensive three-day program (22 contact hours) designed to develop impact leaders in the life insurance industry to serve more effectively as stewards in critical decision-making roles.

The training takes place at *The Historic Thayer Hotel* which sits on the grounds of the U.S. Military Academy. The Thayer has been the guest to five U.S. Presidents, and in 2013 was named as the #-1 ranked Leadership and Management Conference Center in the U.S.



The core curriculum has been developed by the *Leadership Center for Investment Stewards* and *The Thayer Leader Development Group at West Point*.

Enrollment

To enroll, or to obtain more information, contact Don Trone at the Leadership Center:

don@lcfis.org

Tuition is **\$2,850** (a 30% savings from normal tuition) and is all-inclusive (three nights lodging at The Historic Thayer Hotel at West Point, and breakfast, lunch and dinner each day).



Leadership Boot Camp for Life Insurance Stewards

Agenda Day 1

Time	Event	Speaker
7:45	Check-in	Staff
8:30 – 9:15	Introductions	Staff
9:15 – 10:15	Introductions to LeaderMetrics™	Don Trone
10:15 – 10:30	Break	Staff
10:30 – 12:00	The West Point Draft: Step 1 - Define	Barry Flagg
12:00 – 1:00	Lunch	Staff
1:00 – 1:50	Leading Self – Destiny, Character and Calling	Don Trone
1:50 – 2:00	Board Buses	Staff
2:00 – 4:00	Tour of West Point	Thayer Staff
4:00 – 4:15	Break	Staff
4:15 – 5:00	Step 2 – Analyze	Barry Flagg

Agenda Day 2

Time	Event	Speaker
7:45	Check in	Staff
8:30 – 9:15	Leading Others – Leadership, Stewardship and Governance	Don Trone
9:15 – 10:00	Step 3 - Strategize	Barry Flagg
10:00 - 10:15	Break	Staff
10:15 – 12:00	The Nobility of a Profession; Part I	West Point Staff
12:00 – 1:00	Lunch	Staff
1:00 – 1:50	The Nobility of a Profession; Part II	West Point Staff
1:50 – 2:05	Break	Staff
2:05 – 3:00	The Nobility of a Professions; Part III	West Point Staff
3:00 – 3:15	Break	Staff
3:15 – 4:00	A Survey of Fiduciary Standards	Don Trone
4:00 – 5:00	Step 4 – Formalize	Barry Flagg

Agenda Day 3

Time	Event	Speaker
7:45	Check in	Staff
8:30 – 9:20	Engagement – Inspiration, Ethos and Purpose	Don Trone
9:20 – 10:10	Step 5 - Implement	Barry Flagg
10:10 – 10:25	Break	Staff
10:25 – 11:15	Building Client Trust and Loyalty	Don Trone
11:15 – 12:05	Step 6 - Monitor	Barry Flagg
12:05 – 1:00	Lunch	Staff
1:00 – 1:30	How to Use LCwire for Sales and Marketing	Don Trone
1:30 – 2:00	Wrap Up – Class Motto - Graduation	Don Trone
2:00 – 3:00	Optional – Final Exam for GFS	Don Trone