



Leadership in Life Institute

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



You will grow
emotionally,
spiritually,
intellectually &
professionally.



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***

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about enrolment opportunities in your state.



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