



NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

PROGRAMS IN A BOX: ACHIEVING SUCCESS FOR NAIFA ASSOCIATIONS

Leveraging LLI Tools to Improve Your Practice

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Presentation Outline

I.	Introduction	(10 min.)
	a. Goal of this workshop	
	b. Truth & Lie – team activity	
II.	Teamwork	(6 min.)
	a. Where do we find teams in our lives?	
	b. Understanding temperament and how it affects you	
III.	Harvard Temperament Test	(22 min.)
	a. How to complete, score and interpret the test	
	*Requires the HTT Inventory Flyer and HTT Single Wheel Flyer — Print out for each attendee	
	b. Take the test	
	c. Applying what you learned from the test	
IV.	The Dash	(4 min.)
V.	The Fred Factor – Striving for All A’s	(9 min.)
	a. Awareness	
	b. Agenda	
	c. Attitude	
	d. Action	
	e. Accomplishment	
VI.	Teamwork is the ultimate competitive strategy	(1 min.)
VII.	The Last Straw – Team Activity	(10 min.)
	*Requires 2 boxes of plastic straws and 1 roll of tape for each table	
VIII.	Why do teams fail?	(12 min.)
	a. 5 dysfunctions of a team	
	b. Overcoming dysfunction	
	c. What did you learn from the Last Straw activity?	
IX.	212°	(3 min.)
X.	Setting Team Goals	(5 min.)
XI.	Learn more about LILI	(1 min.)