

# Create a Culture of Excellence in Your Organization





# Building Leaders to Build Success<sup>®</sup>

Founded by MDRT, the MDRT Center for Field Leadership is an association for field and home office professionals committed to being their very best — for themselves, their teams and their businesses.

## **The Value**

- Recognition based on achieving global standards of excellence
- Expert toolkits to guide your leaders' journeys
- Peer study groups to increase productivity and persistency
- Networking at the MDRT Annual Meeting or MDRT Global Conference
- Certification through the Harvard ManageMentor® curriculum

## **The Results**

- Stronger team management through enhanced skills
- Improved team morale and productivity
- Increased advisor retention and career satisfaction
- Enhanced skills and confidence to manage organizational change
- Better personal, professional and overall team performance

## **The Details**

- Annual membership open enrollment November 1–April 1\*
- MDRT Center dues are USD 600 annually
- The MDRT Center is currently available in English only

\*After April 1, there is a USD 200 additional fee.

## **MDRT Culture of Excellence Awards**

Be recognized for excellence in leadership through the MDRT Center's exclusive awards.



**Applications are open at [mdrtcenter.org/join](http://mdrtcenter.org/join).**



HARVARD MANAGEMENTTOR®

# Get Certified Through Best-in-Class Leadership Courses

As members, your leaders will have full access to our exclusive selection of Harvard ManageMentor® courses. Featuring world-class industry leaders and management experts, these courses cover everything from foundational leadership skills to the latest business insights.

## What to Expect

- Interactive exercises and real-world case studies
- Courses developing key agency management skills
- Flexible learning options to fit any routine
- Discussion guides and templates for team training
- Self-assessment tools to test new knowledge
- Hub of leader-vetted resources and tools

## Key Takeaways

- Improved team performance
- Efficiency through improved business processes
- Increased ability to handle change
- Accelerated leadership growth
- Better employee engagement and retention
- Whole Person professional and personal development

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*I would encourage anyone who is in a leadership position to enroll in a Harvard ManageMentor® course. It will act as a booster for senior management in the current environment and will provide guidance for new leaders facing challenges retaining talent.”*

— Mohamad Manmohan Abdullah, ChFC, CLU



#### LEADERSHIP CHECKLIST

# Follow the Path to Success

Monthly leadership checklists are designed to deliver a strategic, rigorous and holistic approach to hone leadership capabilities. Your leaders will focus on a core skill each month and make significant strides toward developing a culture of excellence within their teams.

#### What to Expect

- Modules that serve as a roadmap for leadership development
- Self-assessment tools for leaders to understand their strengths and potential areas of improvement
- Engaging and practical resources addressing your leaders' core skills
- Milestones to track progress toward achieving an MDRT Culture of Excellence Award

#### Key Takeaways

- Effective balance between being a leader and producer
- High-impact mentorship
- More collaborative and positive work culture
- Holistic set of leadership skills for all aspects of management
- Improved self-awareness of areas for personal and professional growth
- Global recognition upon achieving an MDRT Culture of Excellence Award

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*The website articles are very useful. I read, learn and practice with myself, then do some workshops to **brainstorm the best strategy to grow my business and my organization.**”*

— Pornprapa Sukreepirom, MBA



#### STUDY GROUPS

# Surround Your Leaders with Powerful Peers

Imagine what your leaders can learn from peers addressing the same opportunities and challenges as them. Our member-led study groups provide them with a space to share their expertise and gain new ideas to take your business further.

#### What to Expect

- Engaging 60- to 90-minute virtual discussions each month
- Conversations based on discussion guides provided to the group leader
- Group members can connect with each other at official events, such as the MDRT Annual Meeting or MDRT Global Conference

#### Key Takeaways

- Expanded network of top-level colleagues who share fresh insight and experiences
- Enhanced management skills and knowledge of best practices
- New business strategies that can lead to future productivity and persistency
- Honed people and communication skills



*I'm very happy to be part of the MDRT Center study groups. It means a lot to be able to speak with each other, sharing knowledge and experience.*

— Márta Borbála Király, M.A.

## Let's Get Started

Empower your leaders with the MDRT Center for Field Leadership! The membership application takes just five minutes and can be found at [mdrtcenter.org/join](http://mdrtcenter.org/join).



**MDRT CENTER**  
for FIELD LEADERSHIP™