

## Running Your Business Instead of It Running You: Management Strategies Designed to Maximize Effectiveness and Efficiency

**Program Deliverables:** Provide advisors with practical business and time management strategies that will help them become more productive and efficient.

### Program Description

This program provides advisors with the knowledge and strategies needed to maximize their organizational effectiveness and efficiency. Reviewing the best practices of elite performers in the worlds of business and sports, Dr. Rick Jensen provides advisors with what it takes to get the most from their time, energy, and resources.

Dr. Jensen reveals the specific, field-tested management systems that champions use to manage people, time, and tasks. Practical tools and best practices are reviewed to ensure that participants are able to “walk-the-talk.” The program will address:

- Learning to effectively juggle multiple roles & responsibilities
- The 6 essential champion management systems
- Time management strategies for maximizing efficiency
- Spending time doing the right tasks with the right people

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## Dr. Rick Jensen



Dr. Rick Jensen is a world-renowned performance coach, sport psychologist, and author. In golf, his clients include more than 50 touring pros on the PGA, LPGA and Champions Tours who have combined to win over 200 tour victories and 33 major championships. Dr. Jensen has also trained tennis champions including winners of all four Grand Slam championships.

In the world of financial services, Dr. Jensen has consulted with top firms including Merrill Lynch, Morgan Stanley, UBS, LPL, and Wells Fargo. He has coached hundreds of financial advising teams and trained management at all levels.

Dr. Jensen is the author of *Drive to the Top: 5 Timeless Business Lessons Learned from Golf's Greatest Champions* and *Easier Said Than Done: The Undeniable, Tour-Tested Truths You Must Know (and Apply) to Finally Play to Your Potential on the Golf Course*. He has been featured on ABC, ESPN, CNN, and the Golf Channel, and is also a contributing writer for Golf Digest and GOLF Magazine.