



BUILDING CHAMPIONS IN SPORT AND BUSINESS

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## Coaching to the Top! Leadership Strategies Proven to Develop Champions

**Program Deliverables:** Provide managers and leaders with the coaching strategies needed to drive advisors' production to the next level. Demonstrate "coaching in action" to enhance leaders' ability to walk the talk with their advisors.

### Program Description

Do top producers seek you out for assistance with their practice? Are you confident that you can help advisors at all levels grow their business? Dr. Jensen will share his tour-tested, proven strategies for inspiring and developing champions, in sport and financial services.

Through the use of video demonstrations, case examples, and thought-provoking discussions, Dr. Jensen will teach you how to coach advisors to identify, prioritize, and act upon business opportunities. You will learn practical coaching techniques that you can use immediately with your work with advisors. This program addresses:

- Facilitating the 5 essentials of champions
- Tools and techniques for assessing strengths and weaknesses
- Coaching across the 4 steps to mastery
- Facilitating advisor self-discovery and empowerment
- Execution is key – arranging and providing accountability

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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.