

The key to agency success

(finding it is easier than you think)

▶▶ **Uncover an action plan that really will
change your agency for the better**

You are invited to the third annual Eagle Leadership Series Conference: "Agency Culture: The Key To Success".

Take an honest look at the culture of your agency. Are the behaviors and results leading you in the right direction? Are your associates driving new sales? Helping you retain key client groups? Are their values delivering the results you want, and need? Is this the team and the mind-set that will take you to the next level?

What we've found is that yesterday's agency values may actually be killing your business. Join us to uncover ways to create, align and measure your future focus through in-depth analysis and interactive conversations in a workshop environment with your peers. Take away an action plan that will promote the changes necessary to successfully and profitably grow your business.

September 28-29, 2011

**Atlanta Airport
Renaissance Concourse
Hotel, Atlanta, Georgia**

Sponsored by Renovo Partners, LLC; designed specifically for Nationwide agents like you.

» Agenda

Wednesday, September 28

1:00 pm The State of the World
The State of the Industry
The State of Nationwide

(i.e. Compensation; Contracts; Target Markets; Your Topic of Choice)

3:00 pm Best Practices for Profitable Growth

Sales: Best Company First Process

Marketing: Networking for Growth

Service: Handling the Simple, Complex, Consultative Calls

Technology: Leveraging the Latest Gadgets

Infrastructure: Cash Management Tools

Human Capital: Best Company's Hiring Practice

5:00 pm Dinner and a movie:
"Door to Door"

Open bar, dinner

Thursday, September 29

7:00 am Continental breakfast

7:30 am Do You Want to Profitably Grow?
(by living up to your potential)

11:30 am Working lunch

12:30 pm Do You Want to Profitably Grow?
(specific actions for aligning your potential with your business)

4:00 pm Conclude