

MANAGEMENT & LEADERSHIP SEMINAR

Communication Keys to Persuasive Interactions

Managing Teams for a Profitable Brokerage

Technology, Trends and Tracking

7 RIBO
MANAGEMENT
HOURS

Talking the Talk – A Case Study to Manage Producers

Data and Analytics – the New Basics

The Practical Strategy

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GROWing Your Business

WHEN:

SEPTEMBER 14, 2017

8:45a.m.

WHERE:

NOVOTEL TORONTO HOTEL

45 The Esplanade, Toronto, ON

Session Details

8:45am.

Communication Keys to Persuasive Interactions

How do leaders become charismatic and lead people to their vision? How do good managers direct people without offending staff or clients? By developing clear, confident communications, and by understanding how differently people work.

10:45am.

Technology, Trends and Tracking

How are changes in our industry and consumer profiles affecting our business? Do we know where to look to see the impact of these changes and what impact do these have on our processes? This session will have you looking at your teams, prospects and clients as profiles to develop actionable playbooks.

11:00am.

Managing Teams for a Profitable Brokerage

How can you apply this information to your teams to improve productivity and leverage your key office resources? Learn to manage and coach your teams to success.

8:00-8:45am: Registration
& Breakfast

10:45-11:00am: Break

12:00 – 12:45pm:

Networking Lunch

2:45 – 3:00pm: Break

12:45pm.

Data and Analytics – the New Basics

Big Data was the buzz word for 2016. What does this mean to you and how do you leverage your existing data to optimize your business? This session will leave you with actionable metrics to analyze your book and identify the strengths to build your plan.

1:45pm.

Talking the Talk – A Case Study to Manage Producers

Mapping your strategy into the Metrics – use your metrics to manage your business and support your producers. Applying profiles to your markets and mitigating risks.

3:00pm.

The Practical Strategy

Now that you have new action items, what are some of the techniques to coach your producers and teams through meetings and effective time management.

4:00pm.

GROWing Your Business

The speakers summarize some key take-aways and answer your questions regarding the challenges and skills needed to implement your plan.