

# Optimal Loan Production Manager Coaching

## SAMPLE WORKSHOP AGENDA

PLEASE NOTE: This agenda is subject to change.

DAY 1	
7:30 a.m.	<i>Check-in and Continental Breakfast</i>
8:00 a.m.	<b>Introduction and Program Overview</b>
9:00 a.m.	<b>Who Do You Want to Be as a Leader? Leadership and Career Exercises</b>
10:00 a.m.	<b>7 Levels of Effective Leadership</b>
12:00 p.m.	<i>Lunch</i>
1:00 p.m.	<b>7 Levels of Effective Leadership, Continued</b>
2:00 p.m.	<b>Recruiting Top Mortgage Loan Originators</b>
4:30 p.m.	<b>Wrap Up and Expectations for Day 2</b>
5:00 p.m.	<i>Day Concludes</i>
DAY 2	
7:30 a.m.	<i>Continental Breakfast</i>
8:00 a.m.	<b>Dynamic Conversations (Crucial Conversations)</b>
9:30 a.m.	<b>High Level Listening and Empowering Questions</b>
10:30 a.m.	<b>Expectations Versus Agreements</b>
11:30 a.m.	<b>Goal Setting and Creating a Vision/Mission Statement</b>
12:00 p.m.	<i>Workshop Concludes</i>

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