

**1 DAY
Program**

**2024
Leader as Coach**

July 18, 2024
Kansas City, MO

October 9, 2024
Scottsdale, AZ



Leader as Coach

WSIA collaborates with Elissa Kelly, Executive & Team Coach and former E&S insurance executive, to offer Leader as Coach. Coaching is a proven approach to develop people. Through this course, leaders will learn to dispel common myths about what coaching is and is not, as well as build their coaching skill set. At the end of the program, participants will be able to identify when to use different coaching techniques, how to use coaching to accelerate their team's development and how to build an empowering environment for their team.



WHO should attend

- Formal or Informal leaders or high performing individual contributors who are considering a transition into a formal leadership role.
- The program is ideal for those who desire to have greater influence and impact on their team's development.
- This program is ideal for both wholesale broker and company member employees.

WHAT to expect

Through the one-day course, you will:

- Deepen your understanding of self and increase your awareness of how you impact others.
- Understand different leadership methodologies and when to use them.
- Build coaching skills that will help you develop and grow your team with effective motivation tactics.

Develop Your Influence as a Leader

Participants receive customized training to coach as a leader in the wholesale, specialty and surplus lines industry. Formal leaders of teams, and leaders who have indirect influence, will benefit from this interactive course where they learn how to level up their ability to lead and develop people. Participants will:

- Receive a personalized Birkman assessment and gain a deeper awareness of strengths, habits and how to improve specific areas to lead your team.
- Develop an understanding of the different leadership stances and when to effectively them.
- Build and practice foundational coaching skills with real-life examples.
- Leave with new coaching techniques that encourage and empower your team, and an understanding of when and how to use them.

WHEN & WHERE

July 18, 2024 | Kansas City, MO

Diamond Conference Center - North Kansas City

1875 Diamond Parkway North

Kansas City, MO 64116

October 9, 2024 | Scottsdale, AZ

Scottsdale Plaza Resort

7200 N Scottsdale Rd

Scottsdale, AZ 85253

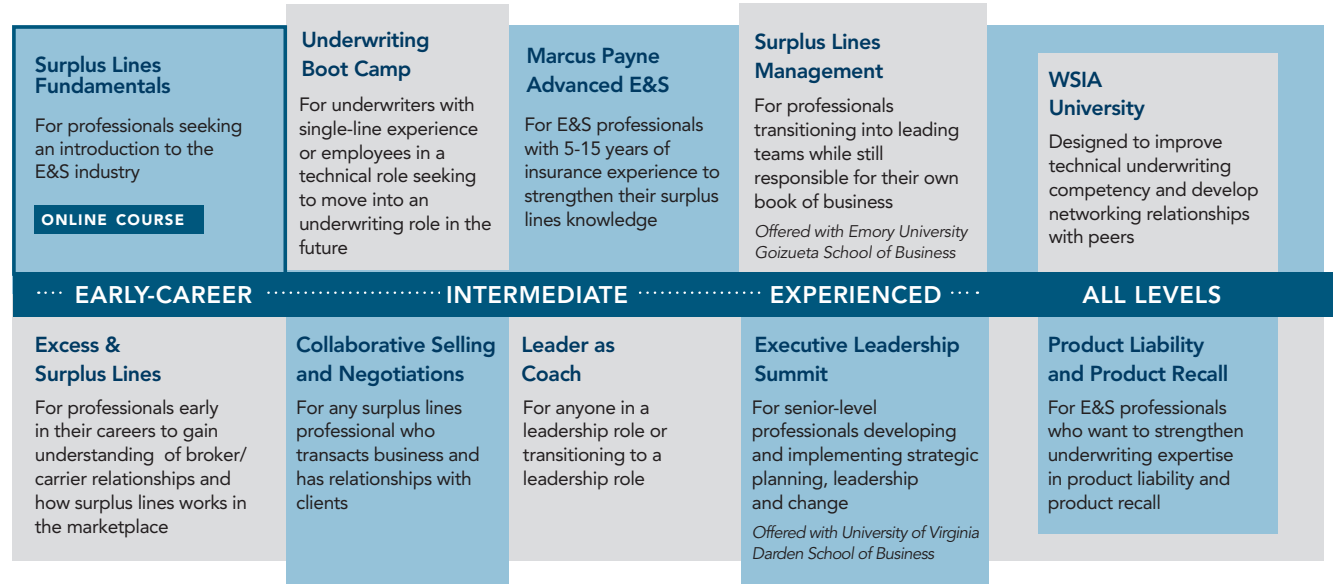
REGISTRATION & COST

- Tuition is \$1,095 per participant.
- Hotel accommodations are the responsibility of the participant. Please visit the program website for area hotel recommendations.

“Elissa maintains the purity of coaching, helping to be more in tune with yourself. She brings people through a discovery process enabling them to identify what you want to do/accomplish. She has made a huge difference!” — Devina Williams, AmTrust

“Elissa is a goldmine when it comes to coaching! She works on actionable solutions in bite-sized pieces. Elissa’s coaching has been life-changing and career-changing for me!” — Stephanie Queen, Nationwide

WSIA TECHNICAL & CAREER DEVELOPMENT



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