



## Influential Leadership for Insurance Executives

April 4-8, 2005 • Cape Cod



There are leaders and there are ***Influential Leaders***.

A leader knows to accomplish goals through others, but an *influential leader* understands how to create an atmosphere where people have enormous desire to follow, commit fully to the vision of the agent/broker or carrier, and achieve far beyond the expected goals.

Leadership is not just the domain of a few at the top – leaders reside at all levels, and their ability to influence people has a direct impact on the agent/broker or carrier’s overall effectiveness and bottom line.

DBH Consulting takes an approach to leadership development that centers on leading from the inside out – the “being” side of leadership, as it feeds actions and achievements.

**Influential Leadership for Insurance Executives** will help you heighten your awareness of how your presence influences others – those who report to you, as well as your clients, your peers, and even those whom *you* report to. You will learn how to become a more effective leader, which will not only positively impact your organization’s success, but will improve your personal effectiveness in all areas of your life.

### Who Would Most Benefit from Attending:

In this unique program, we will be bringing together leadership from within the agent/broker and insurance carrier communities. This conference is designed for:

- Producers/Sales Executives
- Account Executives
- CEOs
- CFOs
- COOs
- Senior Executives in:
  - Marketing
  - Underwriting
  - Claims
  - Loss Control
- Senior Managers

### Join us at the Cape!



*The insurance industry faces significant challenges today...*

How does the independent distribution system maintain its independence?

What do agent/brokers and carriers need to do to keep business growing in an increasingly competitive environment?

How do agent/brokers and carriers motivate staff to higher levels of performance and mobilize teams from all areas of the organization?

*Building influential leaders within your organization is a critical step toward allowing agent/brokers to remain independent and flourish over time.*



**To register or to receive more information, call:**

**(404) 325-1466**

*or use registration form on back...*



## Your Conference Facility

**Influential Leadership for Insurance Executives** will be held at the Gestalt International Study Center (GISC), in Cape Cod. Located two hours from Boston, MA, beautiful Cape Cod is known for its quaint villages, sand dunes and fantastic fresh seafood.

**Accommodations:** We have arranged for a special room rate at the nearby Wellfleet Motel. To book your room, call (508) 349-3535 (be sure to ask for the special DBH-GISC room rate for this conference). To learn more about the facility, visit the hotel's website: [www.wellfleetmotel.com](http://www.wellfleetmotel.com). If you are interested in other options, you'll find an assortment of accommodations on the GISC website: [www.gisc.org](http://www.gisc.org).

## *Influential Leadership for Insurance Executives is your catalyst to:*

- Achieve greater self awareness and tools to reach your personal goals as well as the growth goals of your agency/broker.

*growth*

- Gain skills and techniques to strengthen all of your relationships, which will position you as a tremendous asset in your organization and within the relationship-driven insurance industry as a whole.

*relationships*

- Increase the level of communication and cohesiveness between the agency and carrier, through participating in this program which brings together the agent/broker and insurance carrier communities to participate alongside one another.

*communication*

## Registration

Please register me for the program, **Influential Leadership for Insurance Executives**, April 4-8, 2005:

Early Registration (by 2/28/05) \$4,250       Regular Conference Price (after 2/28/05) \$4,800

*\*\*\*Cost includes group dinner Thursday night, continental breakfast every day, and four one-on-one executive coaching calls (once per quarter for one year, 30-40 minutes each), to help you carry forth and continue applying what you learn during the program.\*\*\**

**Three Easy Ways to Register:** (We will send you an invoice once we receive your registration. A 50% deposit is due upon registering, with the balance due by April 1, 2005.)

**MAIL:** DBH Consulting, Inc., 3088 Briarcliff Road, Suite A1, Atlanta, GA 30329

**FAX:** (404) 325-7177

**PHONE:** (404) 325-1466

Please complete the following for each registrant (photocopy or use additional pages for multiple registrations):

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

