

## Best Practices Testimonials

Best Practices Teleconference serves as a built-in leadership meeting within our firm. We have all of our mentors, sales managers, and recruiters listen in to the call. We get together in a conference room, and after the call we discuss the main points of the call and the lessons we learned and how we might be able to implement some of the strategies that were discussed. I am so pleased GAMA has this resource as it makes for a great meeting on very relevant topics and we are learning from the very best within the industry. Anyone not using this is missing the boat on elevating their team's leadership capabilities.

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The Best Practices Teleconferences are an absolute testament to our business. Through the sharing of ideas on a Best Practices Teleconference, GAMA has created a forum where leaders can share their formulas for success with other leaders. How many other professions can boast that claim?

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After 34 years in the business, there have been many ideas that have come and gone. Listening to other leaders many times brings back successful concepts that perhaps were used in the past, but for some reason are not currently used. Whenever you can have someone visit with you about what is currently working with super successful organizations is better than any book, because these are current and things used today and working.

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Our Leadership Team participates in each Best Practices Teleconference call as a group. After each call, the team compiles the individual notes taken during the call. During the next several Leadership Team meetings the notes are discussed to see how we can implement any of the ideas into our agency. This process tends to produce the greatest results as it becomes a team effort.

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I have personally benefited from Best Practices Teleconferences in many ways. Foremost in my mind, the information in most cases is applicable immediately; the takeaways allow you to "act now"!

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I find these to be a great development tool with my second line managers. We gather in my conference room and listen to them as a team. Afterwards we have the opportunity to discuss and review ways that we may implement."

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The Best Practices Teleconference is the faster, easiest way to learn new skills and gain access to new ideas of the best and brightness in our industry. We are all running at such a fast pace, and these teleconferences give us great value for a small investment of our time.