



Webinar Program Coordination

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Business Planning Fee Structure

\$1500 for the complete process, which includes:

- A preliminary telephone conversation with leadership of the company to prepare for the webinar
- A one-hour business planning webinar for participants customized for that particular company
- All planning pages included (about 15 pages) and agreement to license them for use in that particular office for all agents
- One complete business planning system, mailed to the manager in charge
- An individual coaching session with the manager (s) who will be coaching the agents to complete their business plans—to assist the manager in the coaching strategies; completed prior to the initial webinar
- A follow-up tele-conference (or may be a webinar) with all participants who have completed their business plans; usually 3 months after the first webinar event —to coach participants on their plans, create deadlines, and help them be accountable to measuring and adjusting their plans

Manager's coaching to agents: To assure the business planning process is successful, the manager (s) who will be coaching agents agrees to meet with each agent to refine and finalize the business plans (may meet in small groups if individual meetings are not possible); meeting to occur within 2 weeks after initial webinar

