

CURRICULUM

The Institute's core course material is based on *The Seven Habits of Highly Effective People* by Stephen Covey and the leadership writings of Jim Collins, John Maxwell and Kouzes & Posner. Each session includes small group discussions.

SESSION ONE: *Identifying One's Self!*

Session One allows individual participants the opportunity to get to know each other, assess their own assets and identify personality styles and how to relate to those styles.

SESSION TWO: *Mastering One's Self!*

Session Two explores three Leadership Fundamentals, and participants begin looking at their own vision and mission.

SESSION THREE: *Developing One's Self!*

Session Three encourages participants to apply the Self-mastery skills learned in Session Two.

SESSION FOUR: *Developing the Leader in Others*

Session Four advances to working directly with others in accomplishing uncommon goals. Group or team leadership is addressed by applying different methods and tools for group learning.

SESSION FIVE: *Someday All This Will Be...Whose?*

The fifth session, "Leadership as Service" addresses three Leadership Fundamentals that reflect the commitment of an effective leader to serve.

SESSION SIX: *The Journey Begins*

Session Six serves as commencement and transition. Responsibility and renewal are discussed along with hallmarks of leadership. Commencement exercises include spouses or significant others.

Am I a Good Candidate for LILI?

The Leadership in Life Institute encourages and fosters an encompassing approach to life. Candidates for LILI should be well-rounded, financially stable individuals of good character and reputation.

As a LILI participant, you will be asked to examine your life leadership skills. Between sessions you will be asked to apply what you have learned.

Are you open to self-exploration and personal change? Are you willing to invest your time and talent to make a positive difference in your association?

I'm intrigued – What should I do?

Contact your association leadership to discuss whether LILI is right for you. Your application must be submitted through your local NAIFA association to the state association. Candidates are subject to a final selection process by the sponsoring state.

Contact LILI Moderator Jason Middaugh at 701.235.7023 or LILI State Chair Jeff Case at 701.852.0574 today for more information. To learn more about LILI, visit www.naifa.org/lili.

LILI—Serving NAIFA by advancing the highest standard of leadership thinking.



***The LILI
Experience.....
Are YOU Ready?***



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Leadership in Life Institute (LILI)



The NAIFA Leadership in Life Institute (LILI) is a program developed at the national level and executed at the state level to benefit NAIFA local associations and individual members. It is

an intensive curriculum for personal growth, designed specifically to develop high-caliber association leaders.

The Institute is built upon the conviction that leadership of others begins with leadership of oneself. LILI creates a culture – a unique learning environment – that encourages participants to bring out the best in themselves, and then apply what is learned across every aspect of their lives. The coursework is presented in six one-day sessions over a six-month period.

As a LILI student, you will encounter the very best in leadership and personal-development thinking presented by outstanding leaders. You will obtain knowledge at a highly accelerated rate surrounded by highly motivated peers. You will engage in deep introspection and deal with topics such as: time management, vision and mission statements, business plans and ways to create deeper, more meaningful relationships.

Every aspect of your life may be affected by LILI. Each relationship – family, business or social – can be improved by the tools, knowledge and experience gained through LILI participation. As you apply the LILI principles, you will grow emotionally, intellectually and professionally, and your local association will also benefit.

Benefits

- ◇ Creation of personal vision and mission statements and guiding principles
- ◇ Creation of business plan
- ◇ Tools and techniques to improve your practice
- ◇ Expanded professional network
- ◇ Formation of long-lasting bonds with leaders from other associations and LILI Alumni
- ◇ Increased understanding of self
- ◇ Enhanced interpersonal relationships
- ◇ Increased productivity and effectiveness
- ◇ Renewed enthusiasm for association service



Requirements

- ◇ Active NAIFA member for at least one year
- ◇ Desire to make a positive difference in your life, association and industry
- ◇ Pay student tuition
- ◇ Attend all six one-day sessions
- ◇ Fulfill required assignments
- ◇ Be open to self-exploration and personal change
- ◇ Commit to two years of service in your local
- ◇ Be ready to mentor and leave a legacy

Read what past Students have to say.....

LILI is as good as each of the class members make it. It relies on each class member holding themselves and their classmates accountable with an occasional brutal truth to face up to. This develops teamwork and trust among the classmates. These are vital components of the class - and something many in our profession do not experience. For many, LILI is about developing and implementing a business plan and learning to work thru others. For me, LILI was about revisiting my priorities and adjusting them after 11 years of working my old plan and priorities. It was a rejuvenating experience that I would recommend for anyone looking to get on track as a newer agent or refocus after years in the business. ~ Todd Otto, Dickinson ~ LILI Class of 2006

LILI is not a class, it is an experience. An experience that was probably the most positive and life changing experience I have ever had both professionally and personally. The only thing is you must be open to a "new experience", a "new you", a "new way of looking at situations, people and dealing with them". It takes time and effort but then change always takes time and effort and commitment. Looking back it was nothing compared to what I gained.

The relationships with your classmates and LILI grads cannot be compared. I encourage anyone who "dares to reflect and wants to change" to take the class. You will not be sorry for taking the time and putting forth the effort to become a new and better YOU! ~ Pat Saltsman, Bismarck ~ LILI Class of 2007

I had the good fortune to be in the first LILI class held in ND. My core beliefs and values in the importance of people and professionalism were affirmed. If anyone values relationships – with family, coworkers, friends, fellow NAIFA members – they will rush to sign up for LILI. It's exciting now to notice the good qualities of leadership in others. Good leaders have a true dedication to the human element. I tend to be on the lookout for these people in my life. LILI is the best program that I have seen developed by NAIFA for NAIFA and its members. ~ Jeffrey Case, Minot ~ LILI Class of 2006

LILI was and continues to be a life changing experience for me. It has taught me how to be better. A better listener, leader, manager, goal setter, worker, wife, mom, friend, a better me! LILI is not a class, it is a journey and the journey doesn't end when the class does. It is an ongoing experience that will affect you and all of those around you in so many positive ways. I am very thankful to have gone through LILI and to continue to learn and grow through the experience. ~ Julie Phillips, Fargo ~ LILI Class of 2005 association