

2009 WOMEN'S LEADERSHIP SUMMIT

Guardian's 4th Women's Leadership Summit
Presented by Agency Growth & Development



GUARDIAN®

New Horizons:

Success in the New Economy

When:

October 20-22, 2009

Where:

San Antonio, Texas
Hotel Contessa

Registration:

[Women's Leadership Summit
Registration Link](#)



Guardian's Women's Leadership Summit is designed to support the professional growth and future success of the women of Guardian through:

- ❖ Connections that open doors for developing professional relationships.
- ❖ Connections with other Guardian advisors and guest speakers to help you learn from each other and from the best.
- ❖ Connections to interactive workshops for optimum knowledge-sharing
- ❖ Connections to opportunities to help you stay effectively networked and mentored.

The Summit opens at 4pm on Tuesday October 20th with a dynamic agenda featuring a dynamic opening speaker, main platform presentations by leaders of Guardian and three workshop tracks: Product Track, Marketing Track and Practice Management. More agenda details to follow soon.

This program is open to all Guardian women (Financial Representatives, pre-contract Financial Representatives and members of Agency Management.)

For questions on the 2009 Women's leadership Summit please contact Sarah Cogan Goldstein (sarah_cogan@glic.com / 212.919.2860)

Highlights from Women's Leadership Summit 2008



Guardian's 2008 Women's Leadership Summit, "**Power-Vision: Seeing the Possibilities, Realizing the Profits**", held following the Women in Financial Services annual meeting, provided 60 of the company's leading female Financial Representatives, Agency Managers, LTCi and DI Specialists a forum to network and share best practices to help take their careers to the next level.

Planned by Guardian Home Office in partnership with the Women's Leadership Advisory Board, an organization comprised of talented Financial Representatives from various General Agencies at Guardian, the Summit focused on making connections. The goal of the event's organizers was to ensure the professional growth and future success of Guardian's female Financial Representatives by facilitating connections that open doors for developing professional relationships; connections with other Guardian advisors and guest speakers that help participants learn from each other; connections to interactive workshops for optimum knowledge sharing; and connections to unlimited opportunities for networking and mentoring.

"Everything we do at Guardian is based around building relationships and celebrating the entrepreneurial spirit that differentiates Guardian in the marketplace," says Emily Viner, Vice President, Agency Management Development. "Our Women's Leadership Summit supports and encourages our female sales associates as they build their practices with Guardian's help. These professionals realize what an amazing career they have found as they are able to take their entrepreneurial skills and build a business – being in business for themselves, but not by themselves."

Over a weekend designed to bolster professional growth and success, Summit attendees gained from knowledge sharing, networking, coaching and mentoring. They heard from members of Guardian senior management, field leaders, and some of their esteemed colleagues on an assortment of topics: how to run a more productive and efficient practice; cultivating Center of Influence relationships; optimizing the LBS Business Room; what you need to know about whole life products; and more. They also gained important insights into how to be successful working in the small business marketplace through a series of presentations and workshops that were centrally themed around this topic.

"Guardian is committed to be known as the 'go-to' company for providing solutions for small businesses and their owners, and many of the Summit's presentations and workshops supported this aspiration," says Maria Umbach, CLU, Vice President and Chief Marketing Officer, Individual Products Distribution. "We understand that to be successful in serving this important segment, our career agency sales force must make building the right relationships an essential skill set. Our associates bring an abundance of talent and experience with them to work each day, and are strongly encouraged to share best practices, learn from each other, and take their careers to the next level. Through conferences, our sales associates are empowered to enhance their individual success and to play a key role in helping Guardian achieve excellence in the business market."

