

Modern Woodmen

FRATERNAL FINANCIAL



Touching lives. Securing futures.®



Pathway to Leadership

Leadership opportunities

in financial services

We grow leaders



Leaders in business.

Leaders in the community.



Leaders in life.



At Modern Woodmen
we're committed to
developing leaders –
individuals who help
others reach their full
potential.



Our leaders
make a difference.
They touch lives.
They secure futures.



Pathway to Leadership

This leadership development program provides a well-defined path for qualified candidates to:

- Join Modern Woodmen as a *leader in training*
- Establish themselves as financial services professionals, while preparing to train and lead others
- Become a managing partner and further develop their leadership skills
- Build an organization by developing successful financial services representatives
- Earn the opportunity to become a regional director – CEO of a Modern Woodmen region – within three to five years

PATHWAY TO LEADERSHIP

Why should you choose the leadership path?

A leadership career with Modern Woodmen is *meaningful*.

- Discover and nurture talent in others. Help them attain higher levels of success.
- Build a team of professionals who make a positive impact in their clients' lives and their communities.

A leadership career with Modern Woodmen is *rewarding*.

- Be part of a growing, dynamic leadership team that commands the admiration of the financial services industry.
- Multiply your ability to help families and impact communities by developing other financial services representatives.
- Earn what you are worth. Modern Woodmen leaders are among the highest income earners in their communities.



A leadership path with optional routes

As a *leader in training*, you will be groomed to become a regional director. Along the path you may determine that another role is a better fit for you.

The leadership development program is flexible. You may:

- Choose to remain in personal practice.
- Decide to continue as a managing partner, since this position doesn't require relocation.
- Pursue a position in Modern Woodmen's home office.
- Become a regional director – CEO of your own Modern Woodmen region.

Whichever role you choose, you will be a valued member of the Modern Woodmen team.



Begin your leadership journey

If a management position in the financial services industry excites you, begin your leadership journey today.

Step One – Qualify through Modern Woodmen's competitive selection process and complete pre-contract training and licensing requirements.

Step Two – Join Modern Woodmen as a *leader in training*.

Step Three – Meet the rigorous leadership development program performance and education standards.



The leadership development path

First Year – Leader in Training

- Qualify for Sure Start and Career Development production awards
- Begin leadership studies
- Receive personal mentoring from leaders in the field and home office
- Obtain securities licenses
- Earn the Fraternal Insurance Counsellor designation
- Participate in meetings
- Refer potential candidates for financial representative positions
- Impact your clients and community through fraternalism

Second and Third Year – Emerging Leader

- Become a managing partner
- Continue to grow as a leader
- Participate in Leadership Institutes
- Develop an organization of successful representatives
- Expand your fraternal impact through your representatives
- Attract and develop other leaders



Fourth and Fifth Year – Regional Director Candidate

- Continue to grow your organization of successful representatives
- Actively train and mentor new leaders
- Hone your leadership and business development skills
- Become a regional director – CEO of your own Modern Woodmen region



PATHWAY TO LEADERSHIP

Are you ready to lead?

Are you ready to lead?

**At Modern Woodmen we're
growing for the future.**

Today's families want a personal relationship with a financial advisor. We're answering this need by placing a Modern Woodmen representative in communities across America.

To realize our goals, we need motivated, high-caliber, hard working individuals to lead our sales force.

Are you the next Modern Woodmen leader?

Visit us at:

www.mwacareers.org



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