NAIFA | LILI

LEADERSHIP IN LIFE INSTITUTE:
ADVANCING THE STANDARD OF LEADERSHIP THINKING

Ann Hudson, CLF, RICP
2025 LILI Chair
Des Moines, IA
Loyal Member Since 2014

ABOUT THE
LILI Curriculum

The NAIFA Leadership in Life Institute (LILI) is a six-month program offered exclusively to NAIFA members who are committed to growing intellectually and professionally through deep introspection and discussion. The intense curriculum creates a unique learning environment that encourages participants to bring out the best in themselves and apply what is learned across every aspect of their lives.

This class was so much more than I expected...[it] was more about personal growth. LILI pushed me out of my comfort zone and helped direct my path towards self-discovery… Everyone has greatness inside them, sometimes we just need the right environment to tap into it and then see how deep we can dig to uncover it to bring out our best."

Cheryl Canzanella
LUTCF, CLU, ChSNC
Jacksonville, FL
Loyal Member Since 2010

Quick Facts:

- Six sessions over the course of six months, in person or virtually
- Chart your personal & professional path for how you'll impact your community while staying true to your "why" to reach your potential
- Apply LILI principles in everyday life to grow intellectually and professionally

The Value to You:

- Enhanced personal vision and mission statements and guiding principles
- Increased understanding of self
- Improved professional and personal relationships

tdc.naifa.org/lili

The LILI Curriculum

The Leadership in Life Institute's curriculum is based on the leadership writings of Stephen Covey, John Maxwell, Jim Collins and Kouzes & Posner. Each of the six sessions involves interactive learning in a small group setting.

Session 1 *Identifying One's Self*
Participants get to know one another, assess their own strengths and identify their personal learning style. Topics include the Kolb Learning Style Inventory – understanding yourself and others; what makes a leader that constituents want to follow and self-talk and rational thinking.

Session 2 *Mastering One's Self*
The class explores leadership fundamentals as participants analyze their own vision and mission. This session focuses on the six disciplines of credibility, Maxwell's laws of leadership, and creating a vision to define your direction for the future.

Session 3 *Developing One's Self*
Participants are encouraged as they develop a business plan and apply the self-mastery skills learned in Session Two. Topics for session three include Steven Covey's Habit #1 (Be Proactive) and Steven Covey's Habit #2 (Begin with the End in Mind).

Session 4 *Developing the Leaders Around You*
The class explores team-building and learns to work with others effectively to achieve unique goals. Session four topics include team-building skills and Covey's Habit #3 and #4 – Put Things First and Think Win-Win.

Session 5 *Someday All This Will Be...Whose?*
Participants move from independence to interdependence. This session's topics cover how to empower others through mentoring and collaboration and Covey's Habit #5 and #6 – Seek First to Understand and Synergy.

Session 6 *The Journey Begins*
The final session serves as commencement and transition. Responsibility and renewal are discussed along with the hallmarks of leadership. This last session focuses on reflection of personal strengths/weaknesses, conflict resolution, and pursuing excellence in all aspects of your life.

REQUIREMENTS FOR LILI

To be considered for an upcoming LILI class, potential students must meet the eligibility requirements and be approved by their state.

1. Be a NAIFA member in good standing
2. Commit to attending all 6 sessions
3. Complete required assignments
4. Pay student tuition

Please note that being a LILI graduate is one element needed to be a member of the Triangle Team which signifies your commitment to NAIFA.

Tuition and Enrollment

NAIFA members have two tuition options. Print Materials: $900 and Digital Materials: $800

Visit tdc.naifa.org/lili for additional information and to enroll.

NATIONAL ASSOCIATION OF INSURANCE & FINANCIAL ADVISORS
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