

Highlights from Women's Leadership Summit 2009



The 2009 Women's Leadership Summit, **"New Horizons: Success in the New Economy"**, provided 60 of the company's leading female Financial Representatives and Agency Managers 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 Summit Planning Committee, nine talented Financial Representatives from various General Agencies at Guardian, the meeting was held in San Antonio, TX, the two days prior to the Women in Insurance and Financial Services (WIFS) national meeting, of which Guardian is a national sponsor. 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 and 2009 WIFS Woman of the Year recipient. "Our Women's Leadership Summit supports and encourages our female 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."

The fourth annual Summit was 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: using humor to grow your career and connect with clients; panel discussion on career paths; cultivating CPA 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.

"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," says Sarah Goldstein, Agency Development Manager and Guardian Home Office organizer of the Women's Leadership Summit. "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."

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Westin Boston Waterfront
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