

Week 3:

Leadership Development Series

Engagement

Retention Rockstars

This week, we are pleased to introduce two of our Field Leaders who have worked hard to implement effective engagement strategies. These leaders shared their **top tips** for successful engagement:

Terel Hayes TX

Terel increased his retention by **24%** this year

- Terel expressed the importance of spending **quality time** investing in **developing** and **coaching** future leaders
- **Feedback** from their team is a critical component of **measuring the effectiveness** of Terel's engagement efforts



- Carlos emphasized that **effective, varied communication** has been a game-changer for his team's engagement - **understanding his team's preferences** has really helped
- Having a team culture of **trust** and **open communication** has helped Carlos to implement team engagement strategies

Carlos Fontanez NJ

JUL
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Join Carlos, Terel and your HRBP team for an interactive discussion session next week to share ideas, learn from other leaders and invest in your own growth!

Action Steps

- Make Connections Today! Use the recent return intent survey data (Found in your Field Training Compliance Tracker) to reach out to your team.
- Express excitement for those who have said they are returning and reach out personally to those who have not responded.

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