

# Building better futures **together**

*for over 175 years.*



## Management Fast Track Program



### Why the Management Fast Track Program?

- Accelerated path to management
- Leverage skills you've mastered
- Learn first hand the business of those you will ultimately lead



### Designed specifically with you in mind

- Entrepreneurs & Sales Executives
- Industry Leaders & Experienced Managers
- Academic Achievers\*

Name:  
Title:  
Phone:  
Email:  
Address:

### Phase 1: Agent

#### What You'll Do:

- Gain hands-on experience as an agent
- Participate in New York Life's award winning agent training program
- Develop and execute your business development plan
- Mentor with a team of leaders in your local office
- Build your leadership brand
- Learn how to identify your ideal candidate
- Start transitioning to management\*\*

### Phase 2: Associate Partner

#### As a New York Life Associate Partner:

- Fully transitioned out of agent production and start recruiting and developing your team of financial professionals
- Successfully complete a six-month intensive training priming you for success as a manager
- Identify and recruit talented individuals
- Mentor your agents through varying stages of their careers
- Learn how your external and internal communities can drive your success
- Develop your unique unit culture

### And This is Just the Beginning...

As an Associate Partner focused on recruiting, development and supervision, you'll already be working towards your next promotion to increasingly senior levels of management and leadership as a Partner, Senior Partner, Executive Partner and ultimately Managing Partner leading a General Office.\*\*\*



New York Life is an equal opportunity employer M/F/ Disability/Veteran/Sexual Orientation/Gender Identity SMRU #1870382 (Exp 3/21/2024)

\*Completion of an MBA or Equivalent Degree

\*\*Agents must meet sales production and additional licensing requirements prior to transitioning to the Associate Partner position.

\*\*\*Series 24 required for certain positions.