GENISTAR
Financial Freedom For All

Leadership Council

Purpose, Qualifications & Member Agreement

6-Month Term
July - December
January - June

Statement of Purpose

The purpose of the Leadership Council is to provide company management with valuable insight, feedback, and perspective from experienced, high-performing field leaders.

A Trusted Sounding Board

Council members serve as a trusted sounding board on matters that may affect our representatives, their clients, and the overall business. By sharing their experience and knowledge, Leadership Council members help management better understand opportunities, challenges, and the potential impact of proposed initiatives.

An Advisory Group

The Leadership Council is an advisory group rather than a decision-making body. Its role is to provide thoughtful and honest feedback, and contribute ideas and perspectives that support the continued success and growth of the business.

Rotating Membership

Membership rotates every six months, providing opportunities for different qualified leaders to contribute their experience, insights, and voice.

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Qualifications & Responsibilities

Members of the Leadership Council are selected based on performance, leadership, professionalism, and their ability to positively represent the voice of the field.

Members are expected to focus on what is best for Genistar as a whole, not solely their personal business or team.

Qualifications

To qualify as a Leadership Council member, you must:

- Be a top performer based on previous 12-month numbers.
- Have held the EVP role for a minimum of two years.
- Maintain acceptable persistency.
- Meet company compliance and quality standards consistently.
- Remain in good standing with the company at all times.
- Maintain a professional and respectful working relationship with corporate leadership.

In the Field

In the field, Leadership Council members are expected to:

- Demonstrate a positive attitude and professional conduct.
- Act as a team player and support company culture.
- Lead by example in the field.
- Demonstrate integrity, accountability, and professionalism.
- Earn and keep the respect of peers and leadership.

In Council Meetings

In meetings, Leadership Council members are expected to:

- Actively participate in committee discussions and meetings.
- Provide constructive feedback and thoughtful input.
- Be willing to share field insights and best practices.
- Be open-minded and respectful of differing opinions.
- Maintain confidentiality regarding committee discussions when required.
- Represent the voice and perspective of the field professionally.
- Communicate concerns and opportunities in a solution-oriented manner.
- Challenge ideas respectfully and contribute honest feedback.

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Company Alignment

Leadership Council members are expected to:

- Support company initiatives and strategic direction.
- Demonstrate commitment to personal and professional growth.
- Show a willingness to mentor and help develop others.
- Embrace change and contribute positively during transitions.
- Consistently promote a culture of collaboration and excellence.

Attendance & Commitment

Leadership Council members are expected to:

- Attend and participate in scheduled meetings.
- Remain engaged throughout their term on the Leadership Council.
- Be responsive to requests for feedback or input between meetings.