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**GAMA Foundation Announces Debut of New Product,
Building High-Performance Leadership Teams, at LAMP 2009**

FALLS CHURCH, VA - The GAMA Foundation is pleased to announce the debut of its newest research project, *Building High-Performance Leadership Teams*, the latest study in its popular *Systems for Success* series. *Building High-Performance Leadership Teams* will debut at LAMP 2009 in Atlanta, GA.

The GAMA Foundation partnered with Executive KnowledgeWorks to identify the practices that most distinguish successful leadership teams.

This suite of management tools, including the guidebook, audio guidebook and applications booklet, identifies strategies used by successful field leaders develop and support an effective leadership team for their field organization.

Building High-Performance Leadership Teams identified on the following elements critical to the success of a leadership team:

- Using Vision to Drive Performance
- Setting Hard Targets
- Creating a Culture of Commitment and Personal Accountability
- Creating a Climate for Harmony
- Working Collaboratively
- Building Trust through Communication
- Leading with One Voice

“Building High-Performance Leadership Teams is a highly valuable resource for building your leadership team – whether you’re looking for ways to maximize performance within your team or identify strategies for the team to have a greater impact across the organization,” said Richard R. McCloskey, CLU ChFC CFP, Chairman of the GAMA Foundation’s Research and Special Projects Committee. *“With its dual focus on performance and harmony, it really is a complete picture of leadership. Building High-Performance Leadership Teams* reminds us that *how* we do business is as important as *what* we achieve.”

The guidebook includes the research findings, guidance on implementation, and worksheets and action plans to lead you through the process.

Contributors to the GAMA Foundation, whose donations fund the research behind the *Systems for Success* products, receive an 80 percent discount on these valuable tools. To find out how to become a GAMA Foundation contributor or for more information on *Building High-Performance Leadership Teams* as well as other studies in the series, visit www.gamaweb.com or call 703-770-8169.

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The GAMA Foundation is 501c3 non-profit association dedicated to research and education that enhances the profitability and productivity of field management in the insurance and financial services industry. Since its creation in 1990, the GAMA Foundation has funded major studies on recruiting and selection; launching new associates; retaining successful associates; local marketing techniques; developing successful adviser teams; and characteristics of successful field leaders.