

# A. Michael Daniels

LUTC-F, FSS, CLF

Coho Financial Group, LLC

Anchorage, Alaska

# Introduction

*(Photo)*



32 Years Experience



Leadership



Speaker



Trainer

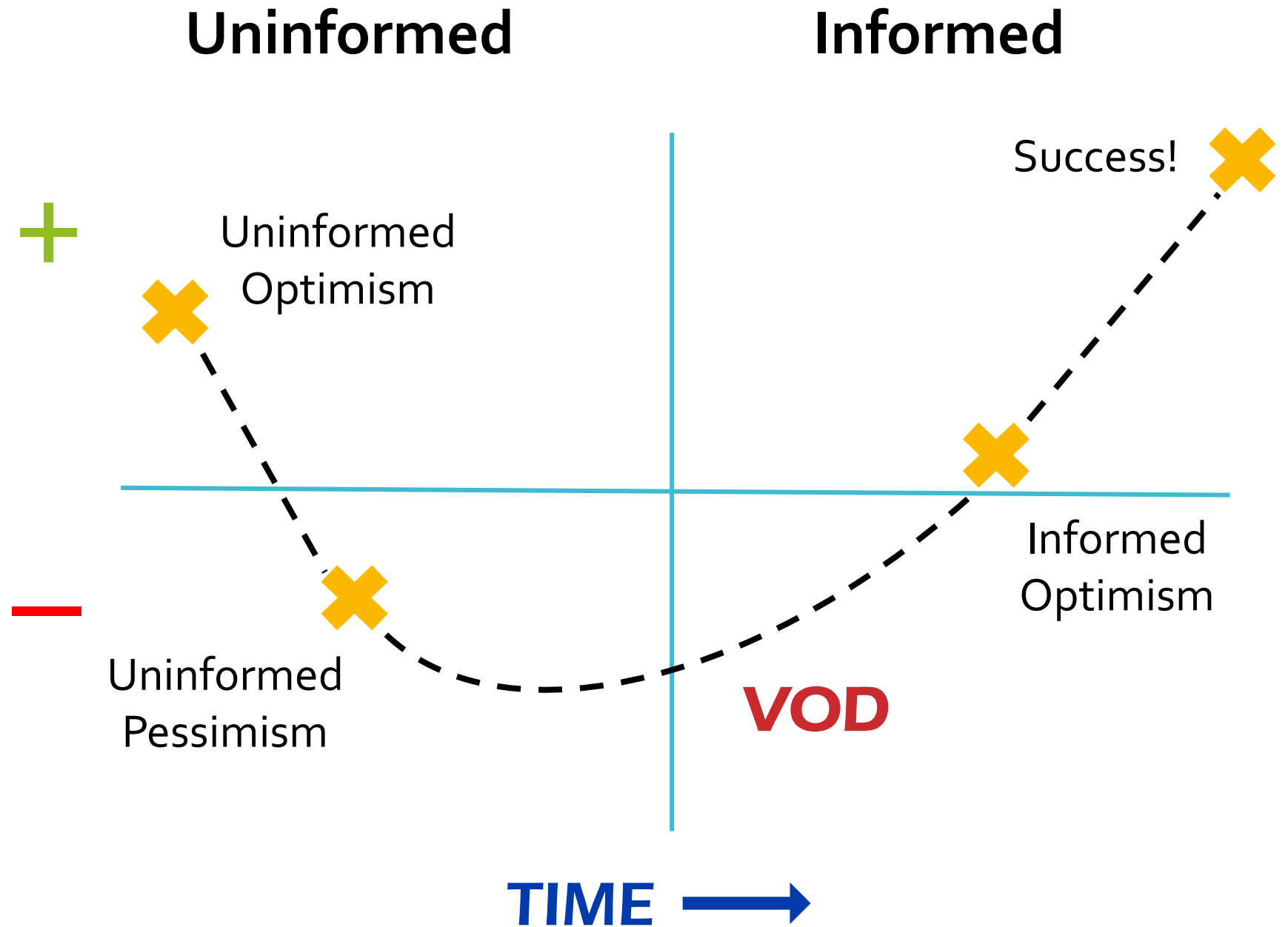
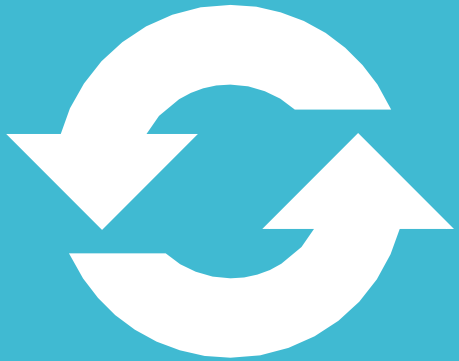


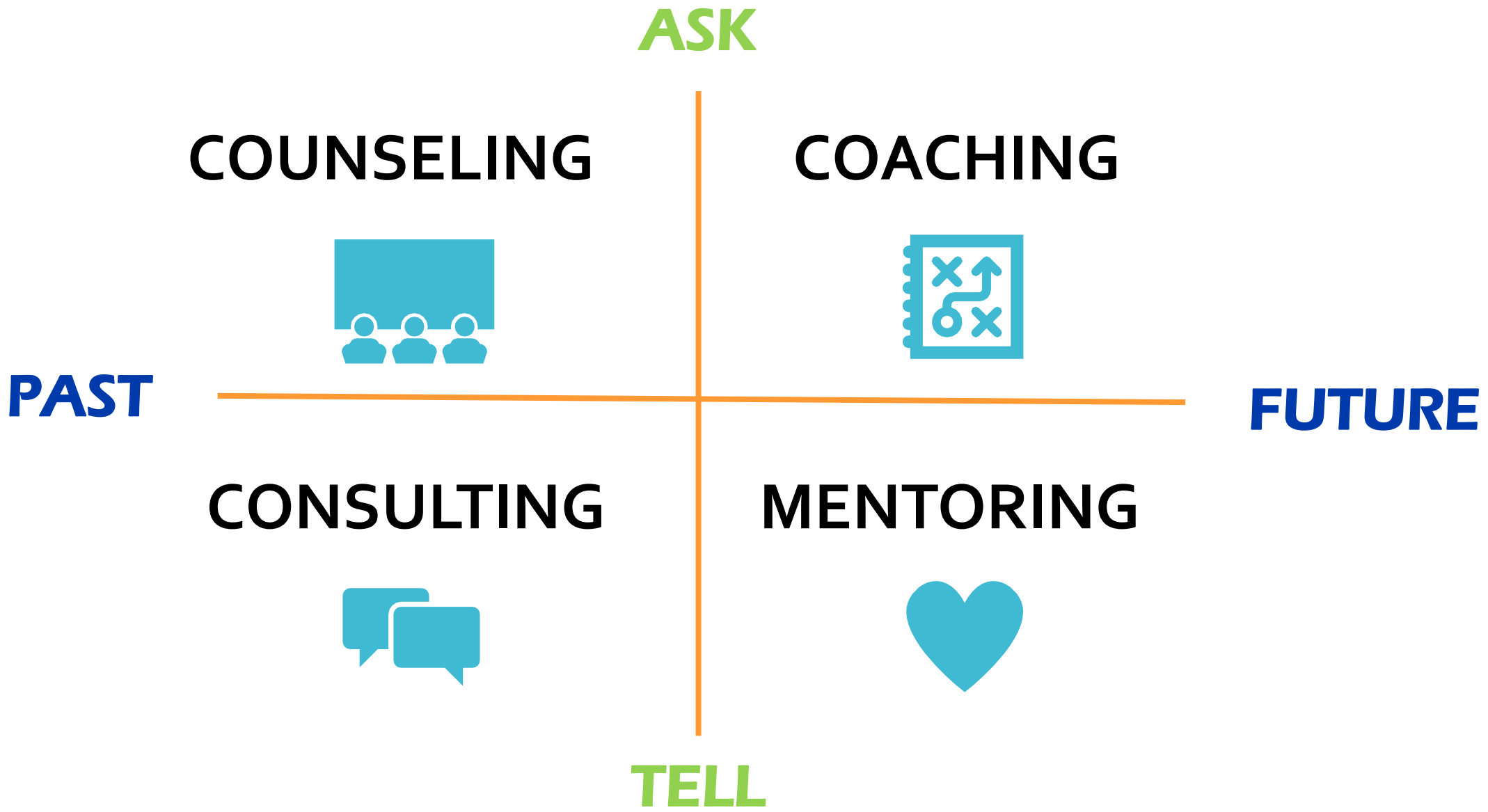
Mentor/Coach



Securities Licenses 6, 63, 65, 24

# Emotional Cycle of Change







Mission: What the company wants to do



Vision: What they want to be



Values: Describes who we are



# GOALS



**S**

Specific

**M**

Measurable

**A**

Attainable

**R**

Relevant

**T**

Time Sensitive

# DUMB GOALS



**D**

DREAM DRIVEN

**U**

UPLIFTING

**M**

MOTIVATING

**B**

BOLD