

Polaris One has a proven system that will inspire you to make your dreams and goals a reality.



With Polaris One

Individuals can find the tools to overcome obstacles on the path to success

Managers can learn to multiply recruiting, training, and development efforts

Agents can learn to catapult productivity

Our programs include

- Champions' Success Groups®
- Individual Coaching
- Assessments
- Corporate/Custom Programs

"In all the years that I have worked with Bob Arzt I feel that he has really hit a home run with his skills and techniques. Bob has the ability to get into the trenches and communicate on a personal level through the Champions' Success Groups®. Bob keeps the motivation high and the participants accountable for their own success."

*Jim Collura
Vice President Marketing and Administration
American National Insurance Company*



About Polaris One Bob Arzt, CLU, ChFC, LLIF

Bob began his business career in 1976 as a sales entrepreneur in the financial services industry for the Northwestern Mutual Life Insurance Company. While in sales, Bob was a multi-year MDRT qualifier and qualified for many company and industry awards such as the National Sales Achievement Award and National Quality Award.

Bob was responsible for the recruiting, selection, training and development in local agencies. He was also the VP for training and development for both agents and managers with the Connecticut Mutual, Mutual of Omaha, and The Principal Financial Group. During his most recent corporate position, Bob was responsible for developing curricula and delivering it to over 20,000 salespeople annually.

Bob enjoys public speaking and has done so along with workshops and custom designed programs on the topics of Leadership, Goal Achievement, Customer Service and other train the trainer topics. He is a regular contributor to Advisor Today Magazine and has also written articles for GAMA International Journal and other industry publications.



Helping You Navigate Your Road to Success

SUCCESS →



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Champions' Success Groups[®]

Champions' Success Groups[®] help you reap the rewards of success; they will both inspire and elevate you. Hear encouragement, be coached by an expert, listen to what has worked for others and follow a game plan with the support and advice of peers. Whether you are interested in increasing sales, improving agency or unit operations, or accelerating the achievement of your goals, Champions' Success Groups[®] are for you. Our proven formula has worked for others and it can work for you as well!

Classes meet twice monthly and new classes begin frequently.

Learn more or register now at www.polarisone.com.

"Champions' Success Groups[®] have had a significant positive impact on our recruiting, selection and retention results. More than anything it brought back the focus on overall recruiting, various recruiting sources, and our selection process and offered a wonderful vehicle for peer sharing and accountability. Baltimore Life has been able to build on and continue this method for sharing and accountability on a regular basis - which makes it much more than a once and done program."

Angie Yasulitis, LUTCF
Assistant Vice President, Training and Recruiting
Baltimore Life

"Due to the support of Bob Arzt, Polaris One and the Champions' Success Groups[®], our agents were able to acquire the knowledge and gain the support and encouragement they needed to develop their productive sales behaviors while overcoming personal obstacles to achieve their fullest potential."

Michael J. Wade
President & CEO
Gleaner Life Insurance Society

While traveling on the road to success you will get there sooner by asking directions. Getting a guide, talking to a coach and getting advice as you go is the answer. A professional coach helps you achieve business and personal goals. Coaching is a proven support system for success and can be conducted either individually or in groups. Coaching helps people:

- gain clarity
- achieve balance in life
- break through to a new level of performance
- strategize
- create action plans
- think bigger
- release achievement drive
- stay accountable to themselves, their goals and desires
- enhance creativity
- create the career and life they most want

Visit us online at www.polarisone.com and complete our **Obstacle Worksheet** to see if a coach is right for you.



Assessments

Polaris One can offer to both individuals and organizations assessments and 360° feedback services.

Leadership Inventory

This assessment provides candidates with valuable feedback on their leadership skills. It can also be used to provide 360° feedback when candidates select peers, direct reports and supervisors to participate.

Sales Success Factors Assessment

Self-assessment provides sales professionals with critical feedback surrounding 15 Sales Success Factors.

Sales Professional Assessment

This assessment aids in the development of high performing sales people.

Corporate/Custom Programs

Polaris One is an authorized distributor for **Integrity Systems[®]** programs.

Integrity Systems[®] is a global training company dedicated to helping organizations discover their full potential through the use of innovative sales and service processes, behavior changing systems, and professional expertise. Over 2,000 organizations have used Integrity Systems[®] programs to:

- Increase Sales
- Increase Customer Loyalty
- Increase Managers' Coaching Skills
- Increase Employee Performance and Goal Achievement
- Increase Growth and Profitability

Learn more at www.polarisone.com