

Synergy National Business Development Community
Synergy National Academy

Syllabus 2021 *
January-November

The Synergy Academy is a benefit to all members of Synergy National. It is a step-by-step process to ensure entrepreneurs and business owners develop personally & professionally.

Month, Coach	Theme (Anthony)	SA3M Session
January Deb Aungst	Road Map for Success	Friday, January 29, 2021 9:30 – 11:00 am <u>Selling and Conversion Rates</u>
February Anthony Redic	Road Map for Success	Friday, February 26, 2021 9:30 – 11:00 am <u>Financial Operations</u>
March Paul Kilzer	Road Map for Success	Friday, March 26, 2021 9:30 – 11:00 am <u>Key Performance Indicators</u>
April Lillian Zarzar	Organizational Culture	Friday, April 30, 2021 9:30 – 11:00 am <u>Internal, and Staff Relations</u>

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Month, Coach	Theme (Lillian)	SA3M Session
May Deb Aungst	Organizational Culture	Friday, May 28, 2021 9:30 – 11:00 am <u>External, Client and Customer Relations</u>
Month, Coach	Theme (Lillian)	SA3M Session
June Anthony Redic	Organizational Culture	Friday, June 25, 2021 9:30 – 11:00 am <u>Cultural Awareness and Sensitivity, Beliefs about Culture</u>
Month, Coach	Theme (Deb)	SA3M Session
July Paul Kilzer	Systems Approach	Friday, July 30, 2021 9:30 – 11:00 am <u>Tap the Power of People</u>
Month, Coach	Theme (Deb)	SA3M Session
August Lillian Zarzar	Systems Approach	Friday, August 27, 2021 9:30 – 11:00 am <u>Tap The Power of Operations</u>

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Month, Coach	Theme (Deb)	SA3M Session
September Deb Aungst	Systems Approach	Friday, September 24, 2021 9:30 – 11:00 am <u>Tap the Power of Technology</u>
Month, Coach	Theme (Paul)	SA3M Session
October Anthony Redic	Leadership	Friday, October 29, 2021 9:30 – 11:00 am <u>Leading From the Middle</u>
Month, Coach	Theme (Paul)	SA3M Session
November Paul Kilzer	Leadership	Friday, November 19, 2021 9:30 – 11:00 am <u>Leading in the Community</u>

* NOTES:

- 1) All sessions are remotely conducted via Zoom Conference
- 2) SA3M Sessions are typically the Last Friday of the month from 9:30am to 11:00am
- 3) No SA3M Session is scheduled for December – Enjoy the Holiday Season!
- 4) Syllabus is subject to change regarding coach scheduling