



BRANCH MANAGER CERTIFICATION TRAINING

Let's get you Certified as a Branch Manager.

Below, you'll find the curriculum as recorded Zoom webinars with the topic addressed in each webinar. Once you've completed, you can email Jennifer, EducationCoordinator@InnovativeCapitalStrategies.com, when you are ready to take your Certification Exam.

PRIMARY EDUCATIONAL TOPIC	TRAINING LINKS
Client on-boarding processes	https://innovativecapitalstrategies.zoom.us/rec/play/u8UqceCoqD43TtaRtwSDB_NxW43sKPiS1iNP8vsLzkgV3QENADzZbNBMefzQmfp_pSqxfLk7ss1joQh?autoplay=true&startTime=1585141205000
Capital Ready Program overview	https://innovativecapitalstrategies.zoom.us/rec/play/6Jlrdemr-Go3SNGQtASDVKUsW9W5Jvqs03BPq_clyk3kVHFVNVSmMOBDZbYgHnx0xftCJYrkhqyxcg7?autoplay=true&startTime=1586350786000
Branch Manager economic modeling	https://innovativecapitalstrategies.zoom.us/rec/play/6MZ_c7uprWo3HtCX5ASDAPUqW46-fk-sgyZK-fYImUe3UXIGYwL0YLIUM7P-98IJAtyqkPcQoh7P8bj9?autoplay=true&startTime=1585832394000
Creating verifiable income for clients	https://innovativecapitalstrategies.zoom.us/rec/play/vcAllbis_Do3E9WQtwSDV_R7W420Lf-sgCIN8qUFmR2zWnEANAaiYrEXZOQWI0q9OaRJ-fn2vqXjUNoi?autoplay=true&startTime=1585659601000
Overview of most popular sources of capital	https://innovativecapitalstrategies.zoom.us/rec/play/uMEtdOygpzo3H9KQuASDVPF_W9XrKK2s13Qd_fQKnknkB3FRNFanZbZBYrdAHn2E9VeO1dWQhSZJgWed?autoplay=true&startTime=1585314020000
Needs analysis: how to effectively on-board a client	https://innovativecapitalstrategies.zoom.us/rec/share/6dN8LpDv0z5JHaPwyG-AV40-JNvXaaa81nca-6dbzhpWHTtqK7aviEh1sXv1DXJN?startTime=1586437040000
Compensation plan	https://innovativecapitalstrategies.zoom.us/rec/play/vsB4dO2u_DI3GNHAsgSDVqd5W9W0Kfms1ndN-PQFzBmzB3AANVOKNLMSM-LridV3Vwjl7ZpniY_IS5PT?autoplay=true&startTime=1585054818000
Joint venture model	https://innovativecapitalstrategies.zoom.us/rec/play/7sUqcuutpmo3E9CRtwSDBfyqW467e_6s1XdMrKYNyBnnAXEFMFTwN7USZOvB9x4r4vcCi2QZVnJFcNv4?autoplay=true&startTime=1584709217000
REMINDER: Register for daily training & support webinars	https://innovativecapitalstrategies.zoom.us/webinar/register/WN_3R8WSuz6TaqIcT2rKHUxwg

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