

Getting Started with the HPN University?

Suggested Content:

| NEED | COURSE/VIDEO | DESCRIPTION |
|------------------------------------|----------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Begin Exploring Here | Content Navigator | 'Choose Your Own Adventure'-style tool to help find content relevant to your skills and interests. |
| | 0-3 Year Advisor Greatest Hits | Collections of our best, most-popular content across all topics covered on the HPN University. Intended for newer advisors. |
| | 3+ Year Advisor Greatest Hits | Collections of our best, most-popular content across all topics covered on the HPN University. Intended for experienced advisors. |
| | Buddy System | Prospecting & Phone Buddy - interactive tools with powerful language for overcoming objections. |
| Coaching Resources & Learning Path | Pro Series | Built to provide deeper understanding and mastery of skills to help take your business to the next level. Featuring top experts and practitioners in Financial Services, spotlighting essential skills that lead to a successful practice. |
| | Virtual Coach | Weekly videos from Best-of-the-Best for 52 weeks - a great way to have easy, scheduled weekly learning. |
| | Year 1 Advisor Development Roadmap | 12-month curriculum for new Advisors covering essential topics - includes quizzes and coaching guides for great out-of-the-box coaching sessions. |
| | Perspectives | Enhance your mindset and practice by exploring a variety of perspectives from our experts and advisors of different backgrounds and experience levels. |
| Website Training/Tutorial | Manager Best Practices Roadmap | Bite-sized videos on content & tools available to Managers - great refresher and reference tool. |
| | HPN U: Getting Started - Manager Edition | Informative Manager Certification course covering platform and functionality for Managers. |
| | HPN U: Getting Started - Advisor Edition | Introductory videos covering platform and functionality for Advisors. |
| | HPN U FAQs | Our most Frequently Asked Questions, including how to reset your password and profile, optimize your system to view videos, and avoid buffering! |