



December 2021

We're in the midst of a transformational time. And as 2021 comes to a close, it's important to pause, reflect on where we've been, and set our intentions for the coming year.

As the saying goes, "What we focus on expands." With that in mind, setting thoughtful intentions can be the first step to establishing personal and professional goals that make way for larger, more meaningful progress.

In this month's Digest, we're serving up insights to help you examine your role in the evolving advice business and position you to guide clients on a path to well-being.

 **THINGS WE LIKE**

Why Are You in Business? A Year-End Reflection

You don't have to be a "purpose-driven" company to make the world a better place. All you need to do is build a business that improves the lives of your customers and your employees. [Read the full article](#)

The Focused Leader: How Effective Executives Direct Their Own – and Their Organizations' Attention

If leaders are to direct the attention of their employees toward strategy and innovation, they must first learn to focus their own attention in three broad ways: on themselves, on others, and on the wider world. [Read the full article](#)

5 Functional Ways to Lead Employees with Intention

Anyone can be a leader, but the most efficacious and well-founded leader is the one who can lead and motivate employees with intention. [Read the full article](#)

 **THE NEXT FRONTIER PODCAST**

Susan Quinn: Leadership Lessons We Learned From COVID

The impact of COVID-19 will likely reshape clients' sentiments and expectations for generations to come, and it will likely reshape how we show up as leaders. In this episode, we explore how leaders can approach the next chapter with confidence. [Listen to the episode](#)

Jason Hewlett: Discovering Your Signature Moves

In the midst of unusual and uncertain times, now can be a good time to pause and refocus on those things that are important to us. Join speaker, entertainer and author Jason Hewlett as he shares how to identify the strengths that make you unique and magnify them to differentiate yourself and unleash your potential. [Listen to the episode](#)

Hal Gregersen: How Unexpected Questions Can Lead to Breakthroughs

What common trait do truly exceptional leaders share? Great leaders are exceptional at asking the questions that others don't ask. In this episode, we explore the power of asking the right questions and how financial advisors can use that skill to bridge the gap between fintech and the people they serve. [Listen to the episode](#)



Simon Sinek on How Reflection Informs Personal Growth

Simon Sinek, author and popular TED talk presenter, shares how he's used reflection for his personal growth. [View the video](#)

First Clearing Speaker Series

Did you miss our Speaker Series? Replays for three sessions on important performance-related topics are now available. [Link to more information on each session.](#)



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