

# Weekly Team Training - December 15

## [Horizon series and Wellution update @ 1:28](#)

The Horizon series has brought new opportunities for existing and new clients. Wellution will soon be available as a mobile app on Android and Apple. There have been some delays in Performa creation due to a backlog of 6,000 lives scheduled to go active, but things are starting to smooth out. The holiday season may slow down some new business, but the team is optimistic about momentum in 2026.

## [DocuSign process improvements @ 4:58](#)

The DocuSign process for onboarding new clients is being streamlined, with pre-filled information and automatic account number generation to make it faster and easier. Some "quality of life" improvements are also planned for 2026 to make the overall process more user-friendly.

## [Monday training call format changes @ 10:27](#)

The weekly Monday training calls will continue in 2026, but the format will change. In addition to the regular product overviews, the calls will incorporate discussions on other industry topics and trends to keep the content fresh and engaging. The team is open to suggestions from participants on what they'd like to cover.

## [Building a successful team @ 18:19](#)

Al emphasizes the importance of building relationships and not being too selective when recruiting new team members. He uses the analogy of a deck of cards - sometimes the "aces" (top performers) don't show up until you've gone through many cards. The key is persistence and providing the necessary support and leadership.

## [Recap and looking ahead to 2026 @ 30:10](#)

The team wishes everyone a Merry Christmas and Happy New Year, and expresses excitement about the momentum they expect to build in 2026. They encourage the participants to set clear goals and commitments for the new year, and reiterate their commitment to supporting the team's success.