

EDUCATION

Luxury Institute debuts Mastery of HNW Relationship Building online course

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Milton Pedraza is founder/CEO of the Luxury Institute

By LUXURY DAILY NEWS SERVICE

Luxury Institute has launched a new online course called *The Mastery of HNW Relationship Building* as part of its educational program.

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The course seeks to equip professionals who currently serve or would like to serve affluent, high-net-worth or ultra-high-net-worth clients in any capacity with the skills of high-performance relationship building using emotional intelligence and self-mastery to drive results.

Luxury Institute CEO Milton Pedraza and senior consultant Katherine Sousa will lead the course.

Course correct

Built on the fundamentals of Luxury Institute's **Luxcelerate High-Performance Training System**, *The Mastery of HNW Relationship Building* offers individuals the opportunity to highly elevate their skills and achieve a return on invested time dramatically higher than any sales training course, per Luxury Institute.

Stories on top-performing relationship builders will be included throughout as case studies to demonstrate the power of emotional intelligence skills in building HNW relationships.

All course segments are self-guided and can be completed at the enrollee's own pace. Each activity is designed for personal self-assessment to help the participant identify areas of performance improvement and achieve self-mastery.

The Mastery of HNW Relationship Building course is accompanied by Luxury Institute's proprietary **Self-Mastery System Workbook** to help drive performance daily.