

Dallas-Ft. Worth 2017

Jan 26: Leadership Presence: How to Send All the Right Signals

Leadership presence, frequently called the "wow factor", is a blending of personal and interpersonal skills that when combined, send all the right signals. Backed by neuroscience and based on research from Harvard, Stanford, UCLA, MIT Media Lab, and Columbia School of Business, this interactive session gives participants tools and strategies they can put into action immediately.

Carol Kinsey Goman, Ph.D., is an international keynote speaker and leadership presence coach. Carol has been cited as an authority in media such as Industry Week, Investors Business Daily, CNN's Business Unusual, PBS Marketplace, MarketWatch radio, and the NBC Nightly News. She is a leadership blogger for Forbes and the author of twelve business books, including "The Silent Language of Leaders: How Body Language Can Help - or Hurt - How You Lead." Carol has published over 300 articles in the fields of organizational change, leadership, innovation, communication, collaboration, employee engagement, and body language in the workplace. She can be reached by email: Carol@CarolKinseyGoman.com, phone: 510-526-1727, or through her website: www.CarolKinseyGoman.com.

Feb 15: Speak To Be Heard!: Influencing Others to Take Action

Stacey Hanke will help you eliminate the static that plagues communicative delivery - to persuade, sell your ideas, motivate and influence others to act on what you have to say. She will explain the positive actions you can take to increase your impact and value to your peers, clients and teams. This highly interactive session will show you how to immediately implement the influence skills and techniques you learn to your day-to-day conversations.

Stacey Hanke is co-author of the book Yes You Can! Everything You Need From A To Z To Influence Others To Take Action. Her second book, Influence Redefined, will be released in early 2017. Stacey is founder of Stacey Hanke Inc. She has trained over 15,000 people to rid themselves of bad body language habits and choose words wisely.

Mar 08: Everyone Negotiates: Getting What You Both Want

The objectives of this program are to provide participants with an understanding of negotiation and what makes a negotiator successful; to give participants the behavioral tools, strategies and tactics needed to create a win-win outcome; and, finally, to improve the negotiation skills of participants through an in-depth negotiation exercise where they will negotiate a work-related situation.

Peter Barron Stark, President of Peter Barron Stark Companies, is a consultant, coach, speaker, author and co-creator of The Managers Toolkit. Peter is one of only a handful of speakers to hold the prestigious dual designation of Accredited Speaker from Toastmasters International and the Certified Speaking Professional from the National Speakers Association. Over the past twenty years, organizations around the world have called upon Peter to transform their cultures and maximize the effectiveness of their leaders. He has coached more than 400 executives, managers and supervisors on the art of leading people. Peter specializes in helping leaders improve their communication skills, build stronger relationships, hold direct reports accountable and build a reputation for delivering superior results.

Apr 04: Breakthrough Ideas: How to Become a More Strategic Thinker

Intended for leaders who currently work with strategy, the focus of this session is on the learning aspect of strategic thinking: what it is and how to strengthen your own strategic thinking and energize the strategic capability of your organization. Being strategically competitive in today's chaotic and complex global environment requires a different way of looking at how we approach strategic thinking. Leaders who are tasked with strategic responsibility must be attentive, agile, adaptive and innovative thinkers. Four key issues are addressed in this session: Why do organizations need strategic thinkers? What is strategic thinking? Who is a strategic thinker? How can strategic thinking be developed?

Dr. Julia Sloan, author of the definitive book Learning to Think Strategically, is widely recognized for her pioneering work in the application of complex cognitive theory to everyday global strategic thinking practice. Her work draws upon more than two decades of her own expatriate corporate experience working on strategy to align the business agenda with prevailing economic, cultural and social issues.

Apr 26: Proven Communication Techniques that Enhance Performance

Many of us remain passive against broken, indirect communication habits or lack confidence in our business communication skills, hoping that things will miraculously improve but they won't. Not without skills and effort. The people you work with can work with you, around you, or against you. How people work with you depends on the business relationships you cultivate. Do your colleagues trust you? Can they speak openly with you when projects and tasks go awry? Communication is at the heart of building successful and candid business relationships. Learn how to improve your business communication skills from one of the leading authorities, who shares insight and techniques from her award-winning book How to Say Anything to Anyone. You'll learn how to, ask for what you want at work, improve all working/business relationships, reduce the gossip and drama in your office, tell people when you're frustrated in a way that resonates, take action on your ideas and feelings, determine what's important to management, get honest feedback from co-workers so you know your reputation. Improving your business communication skills will positively influence your office relationships, but more so help you attain the level of career success you've always strived for. This new IMS program is interactive, fun, relevant and packed with immediately applicable tools and techniques and directed at professionals that strive to work, live and play well with others.

Shari Harley, MA and Certified Speaking Professional (CSP) is the founder and president of Candid Culture an international training and consulting firm bringing candor back to the work place, creating a safe haven for employees, managers, and clients to speak honestly. Candid Culture helps corporations, associations, government agencies, schools, and not-for-profits get and keep the right customers and employees by creating better business relationships.

May 09: Nobody Wins the Blame Game: Building an Accountable Workplace

Business author and consultant Tom Peters once claimed that the most exercised part of the human body in corporate America is the index finger. This shouldn't be surprising given the amount of blaming, accusing and finger-pointing that occurs in workplaces every day. Why aren't employees more accountable, i.e. willing to answer for the outcomes of their choices, actions, and behaviors? The answer is simple: they fear punishment when things go wrong. But research shows organizations that encourage learning from mistakes and discourage finger-pointing tend to be more successful. When constant threat of rebuke is eliminated, employees can focus on doing great work rather than worrying about being chastised.

Dr. Michael Brenner, president of Right Chord Leadership LLC, is an international leadership consultant, executive coach, speaker, author, and professional jazz musician. He has taught courses at Immaculata University, Temple University, and La Salle University in organizational behavior, negotiations, systems dynamics, interpersonal communication, and the sociology of work. Dr. Brenner has published several articles in TD magazine and elsewhere. He is currently working on a book titled *Striking the Right Chord: Lessons in Leadership, Teamwork, and Innovation from the Worlds Greatest Musicians*.

Jun 07: Women Becoming More Powerful Leaders: The Power of Trust

In this workshop, women leaders will learn how to reclaim trustworthy relationships, both with themselves and others. The truth is, women are primed to develop trusting relationships: connections that inspire them to take risks and become the best versions of themselves. During the course of this workshop, women will gain the courage they need to build these relationships and make powerful strides in their leadership effectiveness.

Michelle L. Reina, Ph.D. along with her partner, Dennis S. Reina, Ph.D., are pioneering, preeminent experts on building and rebuilding trust to drive business results. They are co-authors of the award-winning, best-selling books, *Trust and Betrayal in the Workplace: Building Effective Relationships in Your Organization* and *Rebuilding Trust in the Workplace: Seven Steps to Renew Confidence, Commitment and Energy* (Berrett-Koehler). Sought-after as thought leaders for over 20 years, they co-founded the Reina Trust Building Institute, a global enterprise specializing in measuring, developing, and restoring workplace trust. Recently awarded the Global Strategic Leadership Award at the 2012 World HRD Congress in Mumbai, India. Their work has been featured in *New York Times*, *Wall Street Journal*, *Bloombergs Business Week*, *Harvard Management Update*, *Time*, *USA Today* and on national radio & TV including CNN and CNBC. Most important, perhaps, given these volatile, uncertain, complex, and ambiguous times, their work in helping leaders and organizations rebuild trust is profoundly important.

Jul 18: Transformational Teams: Creating an Environment that Fosters Productivity, Cohesion and Resilience

Organizations today must understand and leverage 7 critical attributes of cohesive, productive and resilient teams. This 1 day interactive course guides participants through a learning experience to develop the seven attributes and behaviors that are critical to high productivity and effectiveness. The seven critical team attributes include: Trust, Appreciation, Communication, Creativity & Ideation, Meeting Management, Behavior Management and Problem Solving & Decision Making.

Dr. Ellen Burts-Cooper is the senior managing partner of Improve Consulting and Training Group, a firm that provides personal and professional development training, coaching and consultation. She is also an adjunct professor at Case Western Reserve University in the Weatherhead Executive Education Program and author of the book *Canine Instinct: A Guide to Survival and Advancement in Corporate America*. Dr. Burts-Cooper earned a Ph.D. in organic/polymer chemistry at Virginia Tech and holds a Lean Six Sigma Master Black Belt certification from 3M Company.

Aug 15: Leading AND Managing: 7 Strategies to Help You Excel at Both

This session will explore the essential strategies and techniques required to powerfully lead and manage simultaneously from the same role. Being a manager is one of the most arduous and yet most valuable roles in any organization. The challenge lies in dealing with the expectations of those above and below you while also contributing to people's success around you. When you master this, you will discover how to impact any organization from the middle. You will leave this class with the skills needed to powerfully evolve into a successful Manager.

Ms. Ann Tardy, a former Silicon Valley corporate attorney and a current leadership expert, speaker, and author, Ann has been studying how people impact organizations from the middle for over 25 years. As the author of four books, Ann serves as the Founder and CEO of LifeMoxie Mentoring & Leadership and the Founder and Director of The Mentoring Council. She has cycled from San Francisco to New Jersey and down each coast in a quest to discover what people love about their jobs. Her documentary *Work Matters* captured the interviews she conducted on the bike.

Sep 20: Doing the Right Things Right: How Effective Leaders Spend Time

This session focuses on time management strategies that today's leaders can use to obtain productive results quickly. Successful Leaders manage the intersection of two critical values: how to spend their time effectively and how to be most efficient in those areas. They divide their time between three primary 3T Roles: Strategic Thinking, Team Focus, and Tactical Work. This seminar explores how to achieve Maximum Results in Minimum Time.

Laura Stack, MBA, CSP, CPAE is an award-winning keynote speaker, bestselling author, and noted authority on personal and leadership productivity. She is the President of The Productivity Pro, Inc. which specializes in business performance, strategy execution, and personal productivity. Ms. Stack is a bestselling author of seven books, including *What to Do When Theres Too Much To Do*, and most recently, *Doing the Right Things Right*. Laura is a past president of the National Speakers Association and was inducted into its exclusive Speaker Hall of Fame.

Oct 17: Powerful Communication: How to Craft and Deliver your Message with Authority and Authenticity

Effective communication can impress people but powerful communication can move people to action. This course identifies the elements of powerful communication and teaches the participants how to harness and utilize their own individual skills to become a communicator that persuades, inspires, and transforms. The course will be highly interactive with group exercises, skills assessment, demonstrations, critiquing and opportunity for on-site application.

Dr. Debbye Turner Bell is a veterinarian, journalist, minister, motivational speaker, wife, and mother. For three years, she served as the lead U.S. news anchor for Arise News, a global cable news network. She hosted a daily evening news broadcast called Arise America. Currently, she can be seen as an expert contributor to the show DOGS 101 on Animal Planet. For 11 years, Turner Bell enjoyed her role in broadcast journalism as a staff correspondent for CBS News starting in 2001. She covered a variety of subjects, and was from time to time called upon to cover breaking and developing news.

Nov 14: Creating a Connection Mindset: Boost Employee Engagement, Productivity and Innovation

Sharing knowledge integrated from research in multiple fields, including neuroscience, organizational behavior, psychology, sociology, history and his firm's proprietary research, Mr. Stallard describes the Connection Culture" that every organization needs to thrive for sustained periods of time. During this session, you will learn: what motivates individuals to give their best efforts; three types of relational cultures; six human needs to thrive; five elements of a Connection Culture; and best practices of individuals who create Connection Cultures.

Michael Stallard is president of E Pluribus Partners, a leadership training and consulting firm that helps leaders create high-performance, life-giving workplace cultures. He speaks, teaches, coaches or consults at a wide variety of business, government, healthcare and education organizations. Michael is the primary author of the books *Fired Up or Burned Out: How to Reignite Your Teams Passion, Creativity and Productivity* and *Connection Culture: The Competitive Advantage of Shared Identity, Empathy and Understanding at Work*.

Dec 12: Driving Innovation from Within: Strategies for Generating Ideas and Pursuing New Opportunities

In this seminar, Dr. Krippendorff outlines how to overcome seven key barriers to driving innovation from inside of large corporations. Based on his upcoming book *Change the World without Quitting your Job*, his latest research involving more than 120 interviews with internal innovators, experts, and CEOs, and his analysis of the most transformative innovations of the last three decades, Dr. Krippendorff lays out a set of practical tools and frameworks for navigating the innovation journey. These include knowing what kinds of ideas your organization needs, navigating politics, securing funding, and scaling your idea. He draws from real-life examples like the evolution of the personal computer, Nikes launch of the FuelBand, and the team who convinced Microsoft to launch the Xbox.

Dr. Kaihan Krippendorff is a strategist, speaker, consultant, and best-selling author of four books, most recently "Outthink the Competition". He has trained over 6,000 executives and entrepreneurs in his unique strategy approach, The Outthinker Process, and works with the leadership teams of a growing number of leading corporations including Microsoft, VMWare, Aetna, Johnson & Johnson, Citibank, LOreal, United Technologies, Kraft, and Experian to design innovative business strategies that produce new revenue, profits, and market share.

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