

Denver 2017

Jan 12: What To Do When There's Too Much To Do

Are you tired of hearing do more with less? Instead, this class shows you how to be more efficient, so you can do less to achieve more. Using Ms. Stack's innovative, six-step Productivity Workflow Formula (PWF), you'll learn how to prioritize your high-value tasks, protect the time to do them, and organize around them (Ms. Stack demonstrates her methods using Microsoft Outlook). You'll find dozens of ways to shrink your to-do list, commitments, distractions, interruptions, and inbox. Each reduction will increase your results and save you 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 There's 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.

Feb 16: 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.

Mar 15: Influence to Impact: Leveraging Interpersonal Power for Women Leaders

Influence is a crucial competency that enables leaders to succeed in the global marketplace. This program is a highly interactive, leadership development workshop for women. In this course women come to understand the three levels of power involved in influencing, they discover their I2I (Influence to Impact) influence profile, they are taught the power of language and the role gender plays in organizational influence, they are taught to use dialogue as an influence tool, and are taught the secrets of leveraging the hidden power of the organization.

Dr. Jeanne Porter King is a seasoned organizational development consultant, author and inspirational speaker that has been called to lead and make a difference in the lives of others. She has worked in a number of development roles in Fortune 100 companies, which includes working as Senior Consultant in the Diversity Practice of Price Waterhouse.

Mar 28: Managerial Courage: Five Skills to Increase Your Effectiveness

This seminar builds a talent management strategy around five Principles that go far beyond basic management rules. These Principles challenge normal management concepts and require participants to look at each employee they manage and formulate a development plan and/or communication strategy that best fits the individual. Each of the Principles is discussed in depth and numerous real work situations are used to illustrate how to get a better outcome for the organization and the individual that goes far beyond that one encounter. Not only do participants get useful day-to-day tools, but leadership strategies to use in numerous other business situations.

Margaret Morford, J.D. is CEO for The HR Edge, Inc., an international management consulting and training company. Previous to owning her own company, she was Sr. Vice President, Human Resources Consulting for a national consulting firm out of Winston-Salem, North Carolina. She has a BS degree from the University of Alabama and a JD degree from the Vanderbilt University School of Law. She is the author *Management Courage Having the Heart of a Lion* and *The Hidden Language of Business Workplace Politics, Power & Influence*. She has served on the Board of Directors for various corporations and charities.

Apr 13: 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.

May 19: How to Present, Communicate, and Influence to Achieve the Greatest Impact

This is a highly practical session that will provide you with both the insight and the inspiration to influence and impact others in a wide range of professional and personal contexts. Whether its communicating with customers, colleagues, your boss or a community group there are ways to sabotage your message or alternatively succeed with it. Attending this seminar will help you avoid sabotaging your success and equip you with the tools required to develop your personal confidence and to present and communicate with impact and influence.

Paul McGee is an international speaker, best-selling author and creator of the brand "SUMO: Shut Up, Move On." His goal is simple. He wants to help people achieve better results in life and have more fun in the process, as he seeks to deliver a memorable, motivational, moving-on experience. He has spoken in over 750 organizations in 35 countries. He has appeared on BBC Breakfast television and is a regular contributor to Radio 5live.

Jun 06: Leading Change: A Manager's Guide to Inspiring Your Team

Middle and senior managers who are experiencing rapid change within their organizations will find this program to be essential to their success. With survey responses from over 100,000 employees around the world, we'll examine what managers and leaders in the Best-of-the-Best organizations do to inspire their teams. We will explore why some people treat change as a catalyst to higher performance and why others fight it every step of the way.

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.

Jul 19: 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.

Aug 16: 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*.

Sep 19: Unlocking Your Brainpower for Successful Leadership

Change, uncertainty and complexity are no longer phases or cycles in business; they are the state of business. Today's leaders need to be both flexible and focused to succeed in this environment, and that ability starts with thinking. This interactive session will explore how you can build the agile thinking skills necessary to adapt to today's mental demands. You'll leave with practical, easy-to-apply tools for leveraging the full brainpower available to you for greater clarity, increased personal satisfaction and better business results.

Ann Herrmann-Nehdi is a thought leader and frequent keynote speaker about thinking and learning in today's changing environment. Her organization, Herrmann International publishes the Herrmann Brain Dominance Instrument (HBDI) based on over 30 years of research on thinking and the brain.

Oct 03: Optimize Your Decision Making: Managing Uncertainty and Anticipating the Unexpected

Every organization, whether for-profit or not-for-profit, whether publicly traded or privately held, whether large or small, must balance the need for positive short-term results and positive long-term results. Fundamentally, the management behaviors and practices for meeting short-term objectives are vastly different than those necessary to meet long-term objectives. Often mid-level managers must excel in both areas. This session explores best practices in achieving these results. Embedded in the session are decision-making behaviors, cultural enablers, predicting versus managing the uncertainty of the future, and building adaptability into longer-term strategic initiatives. The session is highly interactive and builds on current case studies.

Kathy Pearson, Ph.D. is Founder and President of Enterprise Learning Solutions, a firm focused on executive development and learning across industries. She is a Senior Fellow at the Leonard Davis Institute of Health Economics at the University of Pennsylvania and has also served as an adjunct associate professor in the Operations and Information Management Department at The Wharton School.

Oct 26: Increasing Your Personal Impact: Maximize Your Power to Influence Others

Regardless of the type of organization you're in, or the role you play in it, you are in the business of people. Because of that, great leadership is the driving force behind growing your business. Based on his highly-rated book, *The Power of Influence*, Ty Bennett shares his philosophies and tools for increasing your influence and impact as a leader. How do you become a good leader? Through influence. How do you become a great leader? By using influence and integrity to engage and inspire others.

Ty Bennett draws on his experience in the trenches to share real and tangible techniques about the principles of leadership that continue to create his success. The founder of Leadership Inc., who has been featured as one of the Top 40 Under 40, Ty is a young fresh voice providing interactive presentations that are engaging, dynamic and inspiring.

Nov 10: Finance for the Non-Financial Manager

As a manager, finance and accounting might not be your most immediate concerns, but it's essential to have a basic understanding of them. Accounting provides the means by which organizations communicate - in facts and figures - how effectively they are fulfilling their strategic missions and operating objectives by providing critical information to key constituencies internal and external to the organization. Finance is all about decision-making. Effective managers (in all parts of the organization) must be well-versed in the finance and accounting lexicon in order to make value-creating decisions and communicate with key constituencies both internal and external to the organization. This session will introduce key finance and accounting metrics, help non-financial managers understand how to understand and interpret financial statements, and how to make optimal investment and capital budgeting decisions.

Dr. Eric Sussman, since 1995, has been a lecturer (and now Senior Lecturer) in accounting and real estate at the UCLA Anderson School of Management, where he has been voted Teacher of the Year fifteen times by Anderson's MBA students, has been awarded the Citibank Teaching Award (1998) and the Neidorf Decade Teaching Award (2008), both voted upon by a committee of faculty members, and received the University-wide Distinguished Teaching Award in 2015. He has also received recognition by Bloomberg-Business Week as one of the Top Ten Most Popular Business School Professors in the country, and recognition as one of the most influential business school faculty alive today. He has taught courses at UC Berkeley, George Washington University, and the Helsinki School of Economics, and created a series of 12 lectures on accounting and finance for the Great Courses (the Teaching Company).

Dec 12: Coaching for Results: How Leaders Turn Difficult Conversations into Breakthroughs

Leaders routinely face the challenge of helping employees see things differently. Helping others see their blind spots, gaps in logic, and barriers to change means you have to challenge how they think. You can't tell them to think differently and expect results. Rather, you have to listen in a specific way to know what questions to ask in order to break through their mental frames. If done properly, there is a moment in the conversation that changes everything. This powerful session will help leaders create breakthrough moments in their performance and development conversations, opening the minds of the people they work with.

Dr. Marcia Reynolds works with clients around the world who seek to develop effective leaders. She understands organizational cultures, what blocks communication and innovation, and what is needed to bring people together for better results. Her newest book, *The Discomfort Zone: How Leaders Turn Difficult Conversations into Breakthroughs*, hit #2 on the hot new releases on Amazon two months before it was released.

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