



Insights Discovery: On-Location Training

- **Simple:** Easy to understand and remember, so everyone can apply what they learn.
- **Universal:** Speaks to everyone – your whole organization will be captivated.
- **Deeply Insightful:** Takes you places that you never expected.
- **Positive:** Supportive language is so engaging it empowers people to change.
- **Fun!** Energetic and vibrant experiences that create real excitement.



Team Effectiveness

- Monitor your team's strengths and challenges
- Create space for open and honest dialogue within the team
- Overcome obstacles that are holding the team back
- Develop action plans for continuous improvement
- *Perfect for ANY team: operations, management, leadership, shift of co-workers, or a cross-functional unit.*
- *2 Days on-site; Member and non-member pricing available*



Leadership Effectiveness

- Create a leadership pathway with the power to transform your business
- Help your leaders adapt their approach to motivate and inspire within a diverse organization
- Understand leadership strengths and weaknesses, and plan for higher levels of performance
- *Perfect for high performers on the pathway to leadership, as well as those already holding leadership positions.*
- *2 Days on-site; Member and non-member pricing available*



Sales Effectiveness

- Understand your sales style and how it impacts customer relationships
- Explore a salesperson's mindset and behavior at every step of the sale.
- Increase contributions to the organization by exceeding sales targets and customer engagement
- *Perfect for both new and established sales and pre-sales individuals. Can be combined with Team Effectiveness for a sales team.*
- *2 Days on-site; Member and non-member pricing available*



Transformational Leadership Series

- **Agility:** Create a strong and balanced leadership team that can produce results regardless of business climate.
- **Application:** Your leaders will be able to apply their learning to real workplace challenges.
- **Awareness:** Leaders will have practical resources to help improve relationships with key stakeholders.
- **3-Session, multi-company class group**
- **Member Price:** \$2,795 per participant; **Non-member Price:** \$ 3,995

Who?

- Management talent, including: high-potential employees, emerging professionals, mid-level managers, operations managers, human resources, plant management

When?

- Session 1: October 25-26, 2016
- Session 2: December 13-14, 2016
- Session 3: February 14-15, 2017

Where?

- Sheraton on the Plaza, 770 W 47th St, Kansas City, MO 64112

What?

- A multi-session learning experience designed to explore all aspects of leadership development within the context of your business. Your leaders will be guided through the eight dimensions of leadership, enabling them to examine their effectiveness in each. Participants will create strategies for continuous personal development at the individual, team and organizational level while building a network of other industry professionals.

Why?

- **Continuous development:** Transformational Leadership is a great way to monitor leadership strengths and challenges over time and create a practical, focused development plan
- **Influence stakeholders:** Workshop Journals are a personalized and fun way to help leaders understand their preferred style and modify their approach to form more effective relationships
- **Self and peer coaching:** Personal profiles can be used to uncover the blind spots that can derail leadership excellence

