
10 Ways to Improve Your Leadership Style

Excel in Your Career Now!

Can a great manager also be a great leader?

Or can the opposite be true?

Either way - the qualities needed to excel in management or leadership are often quite different, and not necessarily equally strong in the same person. But while everyone has strengths and weaknesses, it's the ones that decide to build upon both that will succeed and be considered a great manager and leader.

In today's tight job market, organizations need more than basic business skills and technical expertise. They need leaders. Organizations want people who demonstrate big picture thinking, while understanding individuals and what it takes to get the team motivated. Attend this seminar and work to build on your skills and sharpen your leadership edge. Plan on learning:

- The most common issues leaders are facing today – and how to handle them
- New techniques for engaging with people – and how to build a strong internal and external network
- A better understanding of stakeholder expectations – and how you can exceed them
- Strategies for making risk-taking pay off – and how to manage it, even when it doesn't work in your favor
- Core qualities to become a more effective and influential leader – and how to utilize your most powerful skills
- The opportunity that exists even in the most challenging situations – and how to add value to your organization, your team and the individuals
- And so much more!

Remember – your future is in your hands! The no-nonsense, specialized, real-world tools you learn in one-day will have a tremendous impact on your career!

What Makes a Great Leader?

Ask anyone, and they will have an opinion about the qualities required to be a great leader. While there are many traits that can be taught, how you interpret them will determine your success as a leader. The key to your leadership style may be to unlock your potential in these 10 core leadership strengths:

1. Confidence
2. Commitment
3. Delegation
4. Creativity
5. Communication
6. Honesty
7. Clarity
8. Intuition
9. Consistency
10. Passion



10 Ways to Improve Your Leadership Style

Don't believe the old way of thinking. Leaders aren't born. They are created. Leaders work hard at building their strengths in personal and professional skills. They know how to build trust, motivate a team, show confidence and be at the helm of innovative and creative thinking. When you attend *How Managers become Great Leaders*, you will strengthen these skills, learn your own leadership style and leave with the tools you need to put to use immediately. Attend this practical one-day leadership seminar and learn important leadership techniques, such as how to:

- 1 Lead by example.** A manager might say, "do what I say, not what I do." Often forgotten, leading by example is the simplest way to be an impactful leader.
- 2 Create a successful team.** A team can only be as successful as its leader. Our tools ensure that you are successful, which further sets your team up for success.
- 3 Motivate your team.** Develop and motivate your employees to perform at their own personal best and demonstrate your own willingness to do what needs to be done.
- 4 Cultivate an environment of confidence and trust.** Great leaders know how to establish trust within their team by focusing on positive cooperative communication.
- 5 Enhance your communication skills.** Cooperative communication tools will help you build strong listening skills to really hear what the other person has to say.
- 6 Delegate when needed.** No one can do it all. Delegation shows you are aware of all that your team has to offer and you have confidence in each individual's skills and strengths.
- 7 Overcome common leadership issues.** There is a lot to do in a little time. This will serve as your quick guide to what to expect and how to overcome your obstacles.
- 8 Engage people, processes and policies.** Don't plan to plow through and hope everyone follows behind. Get the techniques you need for implementing the change you want to see.
- 9 Manage risk for success.** Anything you do can be considered a risk. Learn how to determine if the risk is worth it or not, and develop strategies for making sure that the risk-taking pays off.
- 10 Build your network.** Learn how to build a strong network of both internal and external allies to help you accomplish your goals.

Enroll Today!
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Who Should Attend?

How Managers become Great Leaders is not for everyone. If you prefer the easy to the difficult, have a been-there-done-that attitude or see no room for personal growth, this seminar will not be for you.

Today's job market has interesting titles – manager, specialist, master, director, ambassador, authority, czar and chief – whatever your title is, if you want to make a difference for you, your staff and your organization – *then this seminar is for YOU!*

Free Digital Resources for Every Participant



Your registration includes a variety of seminar resources that highlight pertinent

information. These materials are offered digitally—making learning interactive and easily accessible. Reference these materials time and time again to recall key points and problem solve.

How Managers
become
Great Leaders

How Managers *become* Seminar Agenda

Discover the best fundamental leadership strategies to shift your mindset from manager to leader. Then learn the steps to develop a plan of action to take your team to its fullest potential.

Overcoming Today's Common Leadership Issues

- Managing with limited resources: learn to get the most out of your team
- Overcoming "we already tried that, and it didn't work" or "this is the way we always do it" mentality
- How to show meaning in our work: everyone wants to make a difference, learn to show your team the value of their actions
- Leading through uncertainty: how your credibility can instill confidence and commitment in others

Assess Your Leadership Qualities

- Discover your leadership ability with practical and proven ways to determine your Leadership Quotient
- Determine your ability to successfully communicate and inspire others
- Uncover your leadership "sweet spot" and learn how to create natural followers
- Understand how to use the four stages of the Conscious Competence Model to continually increase the awareness level of yourself and your team

Grow Your Leadership Mindset

- Learn specific ways to strive for and achieve personal excellence as a leader
- Understand your team's expectations and the role character and integrity plays in leadership
- Learn what distinguishes the best leaders from the rest
- Understand how to use emotional intelligence to muster courage to become proficient at being empathetic and building successful relationships
- Effectively communicate strategic decisions to your team with confidence and clarity without second guessing
- Recognize the difference between managing and leading, efficiency and effectiveness; success and failure

Building Trust in Your Leadership Ability

- Build personal relationships through engaging conversation
- Proper explanation of goals, expectations and vision
- Be a true team player by productively contributing to the group
- Become more open-minded in order to learn and grow
- Perfect your listening skills and empathize with your team
- Be aware of what you are saying and say it well
- Capture the attention of an entire group to develop a strong rapport
- Spend the time constructing and encouraging a relationship that will prove successful in the long-run

Great Leaders

Program Hours: 9:00 a.m. - 4:00 pm.

Moving to the Next Level: Core Strategies of Leadership

- Take away effective ways to instill a positive, compelling vision within your team
- Tips, tools and techniques to recruit, attract and develop the best people
- Ensure you have robust communication within your team and across your organization to make certain it runs well
- Become competent in the skill of disciplined execution
- Create a strong and trusting bond by owning the voice of your customers
- Create an action plan to map out your success and set your career path for advancement

Coaching and Developing Your Team

- Learn delegation tips that help you save time, while developing your employees
- Improve your ability to communicate effectively with those who view your suggestions with skepticism
- Maximize your team: identify untapped talent and turn solid performers into superstars
- Learn to quickly recognize how much significance you have with various team members
- Implement a culture of teamwork with fundamental coaching skills
- Tips to help your team build and strengthen collaborative relationships

Learn best-practice strategies on:

- Delegation
- Motivation
- Morale boosting
- Interdepartmental cooperation
- Employee engagement
- Managing office politics
- Team building
- Talent management
- Knowledge sharing
- And much more!

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5 Signs You Are Meant to Be a Leader:

1. You believe that leaders work to develop their skills, rather than simply “born that way”
2. You want your team to succeed and enjoy their success as much, if not more, than your own
3. You see potential and possibilities, not road blocks and comfort zones
4. You prefer to achieve goals and outcomes, not projects and procedures
5. You empower your employees to make their own decisions rather than over-analyze their processes

If you agree with 3 out of 5 of these statements – you are meant to be a leader. This seminar will give you the skills to start – or continue – perfecting your own leadership style.

How Managers *become* Great Leaders

Why Attend *This* Leadership Seminar?

Being a leader is a lofty goal – no doubt about it. What you need is a course that breaks down this admirable purpose into smaller, achievable responsibilities that you can realistically accomplish. This seminar does just that!

We created this seminar through extensive research and analysis from people who are successful leaders. The results are proven strategies you can implement to make leadership a part of your everyday life. Learn what is successful in today's challenging business climate. Then get ready to use it the very next day. This is your chance to focus on a goal that is important not only to you, but your team and your organization.

You know you could spend \$600, \$800 or even more on comparable training and coursework. (Not to mention airfare, travel time, lodging expense and multiple days spend away from the office). The truth is – *you don't have to!* At Fred Pryor Seminars, we've built the foundation of our company on bringing comprehensive, affordable training to all. Our seminars, workshops and conferences deliver every bit as much solid, relevant, need-to-know information and skills as lengthier, more expensive programs. Curious what our secret is?

Our training programs are developed by professionals, for professionals.

We know what's meaningful in today's organizations, because our course development experts have put in their time and done the very work they are teaching you to do. They've seen first-hand what works and what doesn't in organizations across the country. Their knowledge and experience enables them to create fresh, innovative training that speaks directly to the needs of today's leading professionals.

If you're not satisfied, neither are we

Like all our seminars, conferences and training programs, the ***How Managers become Great Leaders is 100% guaranteed.*** If you don't feel that this program delivered the leadership results you were looking for, simply contact us within 30 days of your seminar attendance stating the reason you were dissatisfied and we'll arrange for you to attend another seminar or receive a full refund – no questions asked. ***So now – what are you waiting for?***

REGISTRATION

Enroll Today! Hurry, our seats fill fast. Guarantee your enrollment by paying your tuition today. You will receive a confirmation once your registration is complete. **Payment is due before the program.**

Quick Confirmation! To receive your confirmation within 48 hours, please complete the Quick Confirmation section of the registration form. Be sure to provide us with your email address and/or fax number.

CANCELLATIONS AND SUBSTITUTIONS

You may cancel your registration up to 10 business days before the program, and we will refund your tuition less a nominal cancellation fee. Substitutions and transfers may be made at any time to another program of your choice scheduled within 12 months of your original event. Please note, if you do not cancel and do not attend, you are still responsible for payment.

Please Note

- You will be notified by email, fax and/or mail if any changes are made to your scheduled program (i.e., date, venue, city or cancellation).
- Walk-in registrations will be accepted as space allows.
- For seminar age requirements, please visit <http://www.pryor.com/faq.asp#agerequirements>.
- Please, no audio or video recording.
- You will receive a Certificate of Attendance at the end of the program.

TAX-EXEMPT ORGANIZATIONS

If you are tax-exempt, enter your tax-exempt number in Section 4 on the Registration Form. Please mail or fax a copy of your Tax-Exempt Certificate with your registration for payment processing.

TAX DEDUCTION

If the purpose of attending a Fred Pryor seminar is to help you maintain or improve skills related to employment or business, expenses related to the program may be tax-deductible according to I.R.C Reg. 1.162-5. Please consult your tax adviser.

CONTINUING EDUCATION UNITS (CEUs)

Fred Pryor Seminars offers CEU credits based on program length and completion. Credits are issued according to the National Task Force for Continuing Education guidelines and approval is at the discretion of your licensing board. **Questions or concerns should be directed to your professional licensing board or agency.**

CONTINUING EDUCATION CREDIT (CPE)

Fred Pryor Seminars and CareerTrack, divisions of Pryor Learning are registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State Boards of Accountancy have the final authority on the acceptance of individual course for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org. Fred Pryor Seminars and CareerTrack's Sponsor ID number is 109474. This course qualifies for 6 CPE credits.

COMPLETION & CONTINUING EDUCATION CERTIFICATES

To obtain a certificate documenting your completion and/or CEU or CPE credits, please visit www.pryor.com/certificate. Certificates will be available 10 days after your event has ended.

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How Managers become Great Leaders

Develop forward-thinking leadership qualities to take you and your team to the next level!

- Identify the most essential elements to cultivate excellence and achieve results in your organization
- Develop core leadership qualities to take you and your team to the next level
- Learn what distinguishes the best leaders from the rest
- And much more!

ENROLL TODAY!



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1-800-556-2998



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2	YOUR ORGANIZATION Organization: _____ Address: _____ City: _____ St: _____ ZIP: _____ Tele: _____ Fax: _____ Approving Mgr's Name: <input type="checkbox"/> Mr. _____ <input type="checkbox"/> Ms. _____ Job Title: _____ Email Address: _____ <input type="checkbox"/> Business <input type="checkbox"/> Home <input type="checkbox"/> Quick Confirmation Please <input type="checkbox"/> email or <input type="checkbox"/> fax my confirmation to me within 48 hours.	
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4	METHOD OF PAYMENT Important: Send your payment now. Tuition is due before the workshop. Please make checks payable to Fred Pryor Seminars and return form to: P.O. Box 738002, Dallas, TX 75373-8002. Our federal ID# is 92-2053228 (FEIN). Please add applicable state and local tax to your payment for programs held in Hawaii (4.166%; plus applicable county surcharge), South Dakota (6.5%) and West Virginia (6%; plus applicable local tax). Please check one of the following: 1. <input type="checkbox"/> Registration fee enclosed. Check # _____ Amount \$ _____ 2. <input type="checkbox"/> Our Purchase Order is attached. P.O. # _____ 3. <input type="checkbox"/> Bill my organization. Attention: _____ 4. <input type="checkbox"/> Charge to: <input type="checkbox"/> AmEx <input type="checkbox"/> Discover <input type="checkbox"/> MC <input type="checkbox"/> Visa Exp. Date: _____ Acct. #: _____ Card Holder's Name: _____ Tax-Exempt #: _____ <i>Please attach a copy of your Tax-Exempt Certificate for payment processing.</i>	

Note: If you've already registered by phone, by fax or online, please do not return this form.

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