

An Innovative One-Day Conference!

The Leadership Conference

Enroll Today!



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913.967.8849



MAIL

Fred Pryor Seminars
P.O. Box 219468
Kansas City, MO
64121-9468



ONLINE

www.pryor.com



PHONE

1.800.556.3009

Attend one track from start to finish ... or mix and match to suit your needs. This conference was designed for you ... to be built by YOU!

THE "BLUE" TRACK

Make the Transition from Manager to Leader

- Find the Leader Within
- Define and Fine-Tune Your Leadership Role
- Become a Confident Leader
- Implement Communication Strategies for Leaders
- Embrace Challenges with Level-Headed Confidence

THE "GREEN" TRACK

Develop Team Strategies and Manage Conflict

- Find the Leader Within
- Utilize Feedback and Direction: How It Works and Why It's Important
- Overcome Team Conflict
- Develop Individual Team Members
- Think Outside the Box and Develop Creativity in Yourself and Others

See the full conference schedule on pages 4 and 5

 **FRED PRYOR SEMINARS**

This course qualifies for CPE credits. See details on page 6.



EXPRESS CODE

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• Enroll Today
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Motivate ... Inspire ... Lead ... and SUCCEED!

Leaders are born out of hard work

Becoming a competent leader means being able to effectively challenge, motivate, and empower others. It also requires making a seemingly effortless transition from manager to leader.

If you're like most leaders looking to make the most of your skills, you and your company are looking for a large dose of practical application in leadership and teamwork. Plus you could use it now rather than painfully waiting for it to dribble in with every trial and error. *The Leadership Conference* comes equipped with helpful strategies and straightforward answers to solve even the most difficult dilemmas when it comes to learning exactly how to become a respected and effective leader.

Ask yourself ...

- Are you the kind of leader who orchestrates projects and gets things done?
- Are you the kind of leader who is good at making decisions?
- Are you the kind of leader who attracts a following because you are charismatic, diplomatic, or sensitive to people's needs?

This conference will help you explore what it takes to enhance your leadership skills and build successful teams. You'll discover that leadership can be learned. You'll be stretched beyond your comfort zone to draw on inner resources and to achieve truly extraordinary results from yourself and from the people you lead.

No matter where your leadership skill level is right now, you can take it much higher with the information you'll learn at *The Leadership Conference*. By setting aside this one day, you'll be able to coach your team to greater accomplishment, success, and productivity. Your work group will buzz with enthusiasm and a team synergy that will truly amaze you.

This conference is ready to be built to your specifications. *The Leadership Conference* was designed with you in mind, offering a 2-track format that lets you select from 8 power-packed sessions, making it easy to jump from track to track, choosing the workshops that are most relevant to you. After the Opening Session, mix and match the 4 sessions you want to attend. Whether you're an experienced leader on the lookout for more ways to motivate your team, or you're a manager or supervisor with an opportunity to move into leadership, this conference is the right place for you!

“Contrary to the opinion of many people, Leaders are not born. Leaders are made, and they are made by effort and hard work.”

*-Vince Lombardi,
Professional Football Coach*

Two Tracks for you to Choose From!

THE “BLUE” TRACK

Make the Transition from Manager to Leader

This track is focused on identifying your unique leadership strengths, discovering ways to lift your team members when morale starts to sag, creating a solid team framework, boosting your leadership confidence, and inspiring creativity. As a result, you'll be prepared to influence, motivate, communicate, and coach for maximum productivity.

THE “GREEN” TRACK

Develop Team Strategies and Manage Conflict

This track helps give you a working knowledge of how to “play the game” to get the resources you want for your team, gain recognition for their efforts, and establish yourself as a leader who has the good of the organization at heart. You'll also find out how to offer praise to those who deserve it and constructive criticism to those who need it.

CONFERENCE AGENDA

The motivating opening session will help you make the most of the breakout sessions that follow. Attend one track from start to finish ... or mix and match to suit your needs. This conference was designed for you ... to be built by YOU!



Registration

Opening Session – Find the Leader Within

	BLUE TRACK Make the Transition from Manager to Leader	GREEN TRACK Develop Team Strategies and Manage Conflict
Session 1	Define and Fine-Tune Your Leadership Role	Utilize Feedback and Direction: How It Works and Why It's Important
Session 2	Become a Confident Leader	Overcome Team Conflict
Session 3	Implement Communication Strategies for Leaders	Develop Individual Team Members
Session 4	Embrace Challenges with Level-Headed Confidence	Think Outside the Box and Develop Creativity in Yourself and Others

Explore a New Leadership ...

One That's Right for You and Your Company Culture

You'll gain an appreciation of what true leadership really is, and learn to use unique tools to help you become the kind of leader you want to be and your organization needs.

What you learn here will help you ...

- Take a clear, honest appraisal of how you currently respond and relate to your team members
- Recognize the bad habits and knee-jerk reactions you've relied on in the past to get what you want
- Gain a better understanding of where people are coming from when they say or do things that are negative or don't seem to make sense
- Discover how to encourage cooperation and collaboration within your group, even during times of turbulence
- Identify and start to move away from your leadership comfort zones — so you take the kind of risks that can yield break-through results

The Leadership

Opening Session Find the Leader Within

In this insightful opening session, you'll learn to boost your leadership effectiveness and team performance. The entire day builds on the platform presented in this opening session. By day's end, you'll be able to understand, absorb and put into action the skills, strategies and tactics presented in any of the 8 information-packed breakout sessions that follow.

BLUE TRACK Make the Transition from Manager to Leader

■ Define and Fine-Tune Your Leadership Role

It's getting harder than ever to tell who has responsibility for what as structures and process are redefined and reconfigured ... only to be revamped all over again. Today's progressive companies have discovered the benefits of having employees move in and out of various leadership roles. This session provides the tools to smooth out the transition.

- Use proven leadership roles to make the most of today's changing organizations
- Learn to distinguish leadership roles by their contribution to business
- How "action," "influence" and "motivation" define a leader
- Why different kinds of leaders are needed in today's ever changing workplace

■ Become a Confident Leader

Eager to find out what it takes to motivate and inspire your staff and team members to greater success? Don't miss this session focusing on developing team members, cultivating and using influence and using communication techniques designed to lead others.

- What motivates — and de-motivates — people
- Creative ways to use performance challenges to build team loyalty and genuine morale
- How to read your teammates' attitudes and behaviors — and use what you learn for the good of the team
- Ways to foster a positive and spirited team attitude that encourages everyone to give 110%
- How to rally people behind your leadership — and get them to follow you willingly and enthusiastically

■ Implement Communication Strategies for Leaders

In this session, you'll explore the ins and outs of communication. You'll take away valuable techniques and examples successful teams have used to overcome communication obstacles by building open dialogue and using disagreement as a positive force.

- Assess your current communication techniques using our fail-proof checklist
- Deal with the anxieties, doubts and self-questioning every new team experiences
- Recognize the signs of "groupthink" and prevent your team from falling into this trap
- Create an environment where team members feel free to ask for help, exchange ideas, admit to mistakes and share opinions
- Overcome barriers to productive communication

■ Embrace Challenges with Level-Headed Confidence

Gain the skills you need to handle the challenges and conflicts every leader faces, so you can approach problems effectively, take charge and keep emotions and situations under control. You'll uncover new competencies that are sure to boost your confidence in everything you do.

- How to build strength in your three most critical areas
- Why it's so valuable to encourage open and honest debate — and how to do it without causing harm or creating enemies
- The key formula to ensure you'll make consistently good decisions
- Keeping a cool head and controlling your judgment even when you're under fire
- Which decisions should — and should not — require your team's consensus

Conference



GREEN TRACK

Develop Team Strategies and Manage Conflict

■ Utilize Feedback and Direction: How it Works and Why It's Important

In this session, you'll learn how to provide team feedback and direction in a way that motivates and leads teams to success. You'll discover how to provide constructive team criticism, create learning experiences from team failures and decide when to step in — and when to keep quiet.

- The feedback cycle: effective ways to give and receive feedback
- Key measures and benchmarks you can use to assess the development and progress of your team
- The value of stepping back gradually allowing your team to reach its own conclusions and map its own actions
- Clever remedies for “snipers” — team members that use “put downs” to make other team members look bad
- How to turn successes and failures into training opportunities

■ Overcome Team Conflict

Learn how to identify the most common types of team conflict, along with techniques and strategies for a team approach to discipline. You'll also find out how to resolve conflict between team members and how to teach team members to resolve team differences on their own.

- Valuable tips for resolving conflict, handling change and motivating others
- Sound guidelines that pinpoint conflict within a team, and lead you to firm and quick solutions
- The main sources of team conflict; five styles of handling conflict and when, why and how to use them
- Seven steps to confronting — and resolving — team conflicts
- New approaches to conflict resolution that will clear the air and give your team members the fresh start they need

■ Develop Individual Team Members

A leader's role is to nurture the individual strengths of team members. Learn to coach team members who are not pulling their weight or who are exhibiting inappropriate behavior. Find out how to develop team members for greater team contribution.

- Effective approaches that help you handle the most difficult people on your team
- A fail-safe process that prevents back-stabbers and trouble-makers from disrupting team unity
- Why focusing on the process — not the person — is the most constructive criticism
- Strategies team leaders use to get the best of each team member

■ Think Outside the Box and Develop Creativity in Yourself and Others

Have no doubt — you DO have a creative bone in your body, and so does your team. In this entertaining, mind-stretching session you'll learn how easy and fun it is to nurture an environment of creativity where inspiration grows. Discover how to tap into your imagination and unlock your creativity to find new solutions to old problems.

- Ways to unleash and nurture the creative genius in those around you
- Rewarding “creative weirdness”, encouraging risk taking and applauding failure
- How you can make innovation a performance requirement
- Proven advice for team “brainstorming” sessions that produce more good ideas than you ever thought possible
- Why “visual thinking” is essential for the most innovative team meetings — and how to get everyone to see better ideas and solutions

Onsite Training Solutions

GET THE RESULTS YOU'RE LOOKING FOR!

Bring our powerful, high-impact training programs to your organization and show your employees you're serious about their professional growth and achieving critical organizational goals and objectives.

CHOOSE FROM OVER 150 COURSES!

From management development to customer service, our comprehensive library of courses provides a learning experience that is engaging, interesting and intriguing!

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We'll help you choose the appropriate courses for your organization and tailor each one to address your specific goals, issues and scheduling concerns.

MAXIMIZE YOUR TRAINING BUDGET!

Onsite Training allows you to train work groups, teams, and entire departments for less than the cost of traditional public seminars or other training options.

Give your staff the skills, knowledge and confidence they need to meet tough workplace challenges head-on, realize their full potential and perform at their peak.

For a free consultation, visit us online at pryor.com/onsite or call us at 1-800-944-8503

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Registration Information

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 that 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 6 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)

Pryor Learning 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 Professional Education (CPE)

Fred Pryor Seminars and CareerTrack, divisions of Pryor Learning Solutions 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.

Guaranteed Results

All of our seminars are **100% SATISFACTION GUARANTEED!** We're confident that this conference will provide you with the tips and techniques you need to successfully motivate, inspire, and lead a team. If for any reason you are dissatisfied, send us a letter (Attn: Customer Relations) within 30 days of your conference attendance stating the reason you were not satisfied, and we'll arrange for you to attend another one of our seminars or receive a full refund – *hassle-free*.



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- Online pryor.com
- Call 1-800-556-2998

- Fax to 913-967-8849
- Mail your registration

1 **YES!** Please register me for the one-day, *The Leadership Conference* indicated in Section 5. Group Discounts available; see page 6 for details.

2 **IMPORTANT!** Please fill in VIP number as it appears on the address label.
 VIP _____ (_____ if available)

3 ORGANIZATION INFORMATION
 Organization: _____
 Address: _____
 City: _____ St: _____ ZIP: _____
 Tele: _____ Fax: _____
 Approving Mgr's Name: Mr. _____
 Ms. _____
 Job Title: _____
 Email Address: _____ Business
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4 QUICK CONFIRMATION
 Please email or fax my confirmation to me within 48 hours.
 My email address or fax number is: _____

5 NAMES OF ATTENDEES (Please list additional names on a separate sheet.)

#1 Attendee's Name
 Mr. _____
 Ms. _____
 Job Title _____ City Event # _____
 # _____

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#2 Attendee's Name
 Mr. _____
 Ms. _____
 Job Title _____ City Event # _____
 # _____

Email (required): _____ Business
 Home

6 METHOD OF PAYMENT (Payment is due before the program.)
 Please make checks payable to Fred Pryor Seminars and return this form to:
 P.O. Box 219468, Kansas City, MO 64121-9468. Our federal ID# is 43-1830400 (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).
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 Please attach a copy of your Tax-Exempt Certificate for payment processing.

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

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The Leadership Conference



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To update your contact information, see page 6.

Your VIP# is WINQ



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