From: Anna Raley
To: Anna Raley;
Subject: Leadership Strategies Newsletter Mar-Apr 2007
Date: Tuesday, April 08, 2008 9:44:25 PM

Leadership Strategies Newsletter

(800) 824-2850 * www.leadstrat.com** **Mar/Apr 2007**

In This Issue

This Issue's Special: 10% Discount on Strategic Planning Assessment Review

For Facilitators: Key Questions When Choosing a Facilitator

For Leaders and Consultants: What's the Difference Between a Manager and a Leader?

For Strategic Planners: Avoiding Execution Pitfalls: The Strategy Review

Client Success Story: Coast to Coast Event Rentals, LLC

The PDI Difference

Spotlight: National Facilitator Database

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Thanks for Reading!

Dear Anna,

Don't miss **The Facilitation Academy April 23- 25th**! Sponsored by the International Association of Facilitators, the session includes a team of top presenters from past IAF conferences for a three-day event in Atlanta. Attend one day, two days or all three days at a special discount. A portion of the proceeds from this special event goes toward supporting future IAF events. Click here to learn more and register.

Facilitators will find the article, *Key Questions When Choosing a Facilitator*, quite useful. Test your skills. Are you familiar with these key questions?

Anyone work with family members? You'll enjoy reading this month's client success story and seeing how Coast to Coast Event Rentals, LLC used their strategic planning session to address key issues family- owned businesses often encounter.

Do you know the three levels of leadership development? Leaders and consultants will want to be familiar with what differentiates a manager from a leader.

Finally, the *Strategy Review* article will be of particular interest to strategic planners wanting to avoid execution pitfalls.

May all your meetings be *masterful,*

This Issue's Special: 10% Discount on Strategic Planning Assessment Review

Tired of focusing time, effort, your future (and that of your staff) on a corporate annual strategic plan - only to have it end up gathering dust on your bookshelf? When was the last time you actually read - and implemented - the steps in your current strategic plan?

Ensure that your plan still makes sense in today's market conditions by calling Leadership Strategies for a strategic plan assessment. We'll review the **20 Essentials of a Successful Strategic Plan** and provide a written analysis of its strengths. Our analysis will also identify the key areas for improvement. Mention the March/April newsletter and receive a 10% discount!

Upcoming Classes

The Facilitation Academy
1, 2 or 3 Day
April 23-25 Atlanta

The Effective Facilitator
4-Day
Apr 2-5 Dallas
Apr 30-May 3 Atlanta
May 14-17 Washington DC

Streamlined 3-Day
Mar 26-28 Atlanta

-- Michael Wilkinson
Managing Director

Best Practice Tip for this Issue: Understanding the Session Objective

The most critical activity in preparing for a facilitated session is to clearly understand the session objective. When preparing, remember **IDA**:

- **I**nterview the sponsor
- Prepare a sample **D**eliverable and review it with the sponsor
- Prepare a draft **A**genda and review it with the sponsor

Learn more about preparing for success in The Effective Facilitator! To register for *The Effective Facilitator* course, click here or for more details or call (800) 824- 2850.

- **For Facilitators: Key Questions When Choosing a Facilitator**

Organizations seeking a facilitator can use our National Facilitator Database (NFDB.com) to help guide them in locating facilitators with the process experience, industry experience, regional location, and fee range they desire. Yet, once they have narrowed the search to handful of facilitator candidates, organizations need ...
Click here to continue

- **For Leaders and Consultants: What's the Difference Between a Manager and a Leader?**

The Three Levels of Leadership Development

In our three-day training program *From Management to Leadership*, participants often get excited about the differences they discover between a manager and a leader. While both managers and leaders play important organizational roles, we take participants through an exercise which helps them conclude several key distinctions.

- While a manager supervises people, a leader inspires people
- While a manager solves problems, a leader eliminates problems.

NEW! Buying Styles
Apr 16-17 Atlanta

Facilitator Certification*
Mar 29-30 Atlanta

The Effective Consultant
May 7-9 Chicago

Masterful Meetings
May 14-15 Atlanta

Facilitating IT Sessions*
May 24 Atlanta

Facilitation For Trainers
June 18-20 Atlanta

Advanced Facilitation*
June 28-29 Atlanta

Strategic Planning
Sept 17-18 Atlanta

From Management to Leadership
Oct 15-17 Atlanta

Secrets to Facilitating Strategy for Governments & Non Profits
Oct 1-3 Atlanta

*Prerequisite Required

To View the Entire Public Course Schedule, **click here**.

To Register for a Public Course, **click here**.

Learn about our online training courses:
For *Springboard Online!* **click here**.
For *DISC Self Study* **click here**.

Quick Links...

- While a manager responds to client needs, a leader ...

Click here to continue

- **For Strategic Planners: Avoiding Execution Pitfalls: The Strategy Review**

In a previous newsletter article, we defined four primary pitfalls to strategy execution:

- The Urgency Principle
- Lack of Alignment
- Lack of Accountability
- Infrequent Review

When addressing the Infrequent Review Pitfall we recommend a three-level review of the strategic plan. To illustrate our recommendation, let's assume that a non-profit organization has ...
Click here to continue

- **Client Success Story: Coast to Coast Event Rentals, LLC**

Don't you love going to outdoor events when the weather is gorgeous and the amenities are impeccable? Ever wonder how all those party rental amenities get there? For Jim Baker and Coast to Coast Event Rentals, LLC, the answer is simple. Jim, his sister Michelle, her sons, Jesse and Andrew and Jesse's wife Pam decided to take their family owned party rental businesses to a new level by forming an LLC and buying a party rental store in Pinellas Park, Florida. The family-owned business recently
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- **The PDI Difference**

PDI stands for Practical/Dynamic/Interactive. It's what sets Leadership Strategies above the rest. The PDI Difference can be seen in every aspect of what we do.

Practical Methods that Produce Results: We use proven methods and techniques in both our training classes and our facilitated sessions. Each and every session is carefully planned and executed with precision to ensure consistent results that apply to real-life situations - and produce measurable results.

Dynamic Energy that Keeps You Engaged: Our facilitators operate on "Level 3" energy so participants are engaged from beginning to end. No doodling in our sessions! We also use a wide variety of techniques to keep the interest high and be sure everyone contributes their best ideas.

Interactive - Proven Methods for Successful Integration and Application: In our facilitated sessions, our trained facilitators set people up in teams to enhance collaboration and ideas that work from every angle. In our training sessions, it's *"practice, practice, practice"* so participants learn by doing it themselves, by critiquing

- **Leadership Strategies Home Page**
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- **National Facilitator Database**

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others in the class, and receiving immediate feedback from the instructor.
Learn more about The PDI Difference

- **Spotlight: National Facilitator Database**
  Are you looking for a facilitator for an upcoming session, and don't have a clue where to start? Or, maybe you're a facilitator with great skills and experience looking for clients. In either case, we can help. The National Facilitator Database does both. If you would like to speak with one of our Client Relationship Managers to learn more, call 800-824- 2850. NFDB.com is managed by *Leadership Strategies*.
  Visit the NFDB Website
- ***Would You Like to Get Published?***
  Do you have proven strategies on Facilitation, Leadership, IT/Consulting or Strategic Planning that you would like to share in an upcoming newsletter issue? We'd love to hear from you. Each article should be 750-1,000 words. Images must be provided in either a .jpg or .gif format. Include your contact information and a 30- to 60-word byline. Click here to email your articles to us.
- ***Thanks for Reading!***
  We hope you have enjoyed this newsletter and found it useful. Please forward it to any friends or colleagues who might be interested. If you have any feedback, or if you have a tip you'd like to share in a future issue, please email us.