From: Anna Raley
To: Anna Raley;
Subject: Leadership Strategies Newsletter July-Aug 2007
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Leadership Strategies Newsletter

(800) 824-2850 * www.leadstrat.com** **July/August 2007**

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Dear Anna,

Leadership Strategies is offering some Sizzling Summer Specials. If you've been holding off updating your facilitation skill set, take advantage of our specials because these discounts won't be offered again until 2008. Masterful Meetings is designed to help leaders like you create a meetings revolution inside your organization! This course is $1095.00 normally, but take advantage of Leadership Strategies **Sizzling Summer Specials** by referring to this email and receiving **25% off.** Seating is limited and you must register by **July 31st** for the discount to apply.

Don't miss the upcoming Webinar series beginning Thursday, August 2nd from 12-1:30 PM EDT. Click here to register for our first webinar entitled, "An Introduction to Facilitating Groups".

Facilitators will want to quiz themselves on the 5 meeting questions by reading **So, You Think You Run Great Meetings**. Test your own facilitation savvy!

As a leader or consultant, do you know who is responsible in your organization for making sure leaders progress through the 3 levels of leadership development? Let the **Who's Responsible for Leadership Development** article shed light on this important topic in today's workplace environment.

Ever sat in a meeting and thought, I could run this meeting better the person who is? Our client success story highlights how a project manager for a non-profit professional services company took the initiative to sharpen her facilitative skills and her investment paid off in spades.

Would You Like to Get Published?

Thanks for Reading!

This Issue's Special: 5% Discount on Your Next Meeting Facilitation

Planning an important meeting? A professional facilitator from Leadership Strategies can help you get the results you need. Now through October 31, 2007, receive a 5% discount on your next meeting facilitation with us. Click here or call 800-824-2850 for more details. You must mention the July/August Newsletter in order to receive this discount!

Upcoming Classes

The Effective Facilitator

4-Day

Jul 30-Aug 2 Atlanta
Aug 13-16 Washington DC
Aug 27-30 Atlanta
Sep 17-20 Los Angeles

Streamlined 3-Day

Sep 10-12 Chicago
Sep 10-12 Sydney
Sep 24-26 Atlanta

Buying Styles

Oct 22-23 Atlanta

NEW! Webinar Series

Strategic Planners won't want to miss **Communications: The Critical Link to Successful Business Strategy** written by guest author J.P Hipple, CEO of Hipple&Co. Reputation Management.

Enjoy your summer and may all your meetings be *masterful,*

-- Michael Wilkinson
Managing Director

Best Practice Tip for this Issue: Agendas that Build Consensus

Much of the disagreement that arises in a session can be attributed to a lack of shared information. Therefore, it is important that the agenda be designed to provide a common set of information as early as possible that will serve as a foundation for building consensus. In agenda setting, it is helpful for the session attendees to have early successes of agreement before tackling the more difficult issues. When faced with making a decision, always have the session attendees build a common set of values or evaluation criteria by which the decision can be made. Learn more about designing an agenda in The Effective Facilitator! To register for *The Effective Facilitator* course, click here or for more details or call (800) 824- 2850.

- **For Facilitators: So, You Think You Run Great Meetings?**

So you think you run great meetings, do you? Here are five basic meeting questions. If you can answer them with confidence, read no further. But if you are like most who think they run great meetings, grab your highlighter to underscore strategies for making your meetings masterful. Here are the questions...

Click here to continue

- **For Leaders and Consultants: Who's Responsible for Leadership Development?**

August 2nd 12:00 PM to 1:30 PM EDT

Facilitator Certification*
Nov 1-2 Atlanta

The Effective Consultant
Aug 20-22 Atlanta

Masterful Meetings
Aug 6-7 Atlanta

Facilitating IT Sessions*
Dec 13 Atlanta

Facilitation For Trainers
Sep 10-12 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**.

In our training course, From Management to Leadership, we describe three levels through which leaders develop. In a previous newsletter article, we described these levels in detail as summarized below. But who is responsible for leadership development inside an organization? Who is responsible for making sure leaders progress through the levels? ...
Click here to continue

- **For Strategic Planners: Communications: The Critical Link to Successful Business Strategy**

Strategic planning has never looked better. Rigid planning processes are being replaced by flexible, shorter term plans so companies can respond quickly to change. At the same time, critical thinking has become a part of the skill set of managers across organizations, and, wisely, no longer the ...
Click here to continue

- **Client Success Story: Facilitating in the Non Profit Sector**

Have you ever been sitting in a facilitated meeting thinking, "This facilitator isn't very good. I could do better than this!" If so, you're not alone. Rebecca Bodrero, a project manager for a non-profit professional services company found herself thinking the same thing in a recent meeting she attended. When her company ...
Click here to continue

- **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 others in the class, and receiving immediate feedback from the instructor.

Quick Links...

- **Leadership Strategies Home Page**
- **Complete Course Listing**
- **Purchase Our Products**
- **National Facilitator Database**

:: newsletter@leadstrat.com
:: http://www.leadstrat.com
:: 800-824-2850

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.