From: Anna Raley
To: Anna Raley;
Subject: FW: Leadership Strategies Newsletter May/Jun 2008
Date: Wednesday, June 18, 2008 12:15:24 PM

Leadership Strategies Newsletter

(800) 824-2850 * www.leadstrat.com** **May/Jun 2008**

In This Issue

This Issue's Special: 25% off Training in June

For Facilitators: The Principles of SMART Facilitation - An Overview

For Leaders and Consultants: Project Management vs. Relationship Management

For Strategic Planners: Does YOUR Strategic Plan Distinguish Goals from Objectives?

Client Success Story: State of Vermont Homeland Security

The PDI Difference

Spotlight: National Facilitator Database

Would You Like to Get

Dear Anna,

What an exciting time of year! Summer specials abound! We're currently offering 25% off of training that's completed by June 30th, so give us a call if you're interested: 1.800.824.2850.

Here's to a strong 2nd quarter finish for everyone, and as always, may all your meetings be masterful!

-- Michael Wilkinson
Managing Director

Best Practice Tip for this Issue: Reviewing Decisions

At the close of a session, review the Decision List to remind participants of decisions made. Consider the following as you review each decision:

- Change / Benefit - Identify all the changes recommended. Ask, "If we make this change, what will the benefit be?"
- Potential Barriers / Success Strategies - Determine potential barriers to implementing the decision and create success strategies that will overcome those barriers.

Published?

Thanks for Reading!

This Issue's Special: 25% off Training in June

Sign up and complete your course by June 30, and SAVE 25%!

For more information, call 770.454.1440 or have us contact you.

Upcoming Classes and Webinars

The Effective Facilitator

4-Day
Jun 23-26 Atlanta
Jul 14-17 DC
Jul 28-31 Dallas
Jul 28-31 LA
Aug 4-7 Atlanta
Aug 11-14 Chicago
Aug 25-28 Toronto

Streamlined 3-Day
Jul 7-9 Sydney
Jul 21-23 Atlanta

Masterful Meetings
Jul 14-15 Atlanta

Buying Styles
Nov 24 Atlanta

Facilitation For Trainers
Nov 10-12 Atlanta

The Effective Consultant
Oct 20-22 Atlanta
Dec 1-3 Toronto

Facilitator

- Poll the Jury - Ask each participant individually if he/she can support the decisions agreed upon by the group.

Reviewing decisions, building consensus, managing dysfunctions are all skills that great facilitators know and use with ease.

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

· For Facilitators: The Principles of SMART Facilitation - An Overview

In my first book, The Secrets of Facilitation, I described the facilitation methodology we use at Leadership Strategies. SMART FacilitationTM, Structured Meeting and Relating Techniques, is based on ten principles that provide SMART facilitators with a clear vision of excellence in facilitation. Supporting the principles are specific techniques that demonstrate how SMART facilitators execute the principles in practice.

Let's take a look at each of the ten...
Click here to continue

· For Leaders and Consultants: Project Management vs. Relationship Management

Do you have someone on your team who is a great project manager but lousy relationship manager? Do you have the person who is strong technically and fantastic at keeping the project on track, but who struggles with responding to client needs and managing client expectations?I look at that person in your organization and I see myself 20+ years ago. Let me explain...
Click here to continue

· For Strategic Planners: Does YOUR Strategic Plan Distinguish Goals from Objectives?

At Leadership Strategies, we are often surprised by the number of organizations that seem to confuse the concept of goals and objectives. In fact, when asked, "What is the difference between goals and objectives?" our experience has shown that many people give a response similar to the following: "Well, it depends on how you define them. But essentially goals and objectives are the same thing. It's just a semantics difference." Please pardon our disagreement...
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· Client Success Story: State of Vermont Homeland Security

Certification*
Dec 18-19 Atlanta

Secrets to Facilitating Strategy for Governments & Non Profits
Aug 11-13 Atlanta

From Management to Leadership
Sep 8-10 Atlanta

Advanced Facilitation
Oct 2-3 Atlanta

Strategic Planning
Oct 14-15 Atlanta

WEBINARS

Introduction to Facilitating Groups
Jul 10

Facilitation for Trainers
Sept 18

Cli ck here TO REGISTER FOR WEBINAR

*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**.

"Having just completed the Effective Facilitator 3-day course, I can honestly say that this was the one of the best training [courses] that I have ever participated in. More than one participant has spoken to me about the time that we spent this week, working on skills that each of us had, that none of us had identified as facilitator skills and each expressed the same sentiment." Jessica Stolz, Homeland Security Exercise Planner with the State of Vermont, shared recently on her experiences with Leadership Strategies, The Effective Facilitator course and its impact on their organization...
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.
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?***

Quick Links...

- **Leadership Strategies Home Page**
- **Complete Course Listing**
- **Purchase Our Products**
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:: newsletter@leadstrat.com
:: http://www.leadstrat.com
:: 800-824-2850

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.

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