

UNLEASHING THE LEADER WITHIN

An intensive
coaching program to
accelerate the performance
of business leaders

**HELPING EXECUTIVES
ACHIEVE EXTRAORDINARY RESULTS...
BEYOND WHAT IS CONSIDERED
REASONABLY POSSIBLE**

Now available
as an in-house program
for senior teams!

UNLEASHING THE LEADER WITHIN

is executive education at its best—helping leaders look deep inside, make conscious choices, and overcome fears.

—Larry Wilson, Founder, Wilson Learning and
Pecos River Learning Center

PROGRAM Outline

PHASE I (Intensive Retreat: 3.5 days)

Up to 20 participants meet in a retreat setting for an in-depth examination of themselves and their business. Through intensive coaching they transform their ability to create results.

PHASE II (On-site Coaching: 1 Day)

A professional coach meets with each participant (at the participant's work site) to tailor coaching to specific business initiatives, in cooperation with the participant's manager and chosen colleagues.

PHASE III (Execution: 2-4 months)

Working with a team of colleagues, each participant practices a new set of high-impact leadership skills that may involve skill-building, re-staffing or process redesign. At the end of an agreed-upon period, impact is measured and evaluated by senior management.

FEE

\$6950 (discounts available)

COACHES

See our web site at www.witmerassociates.com for biographies of coaches.

SATISFACTION GUARANTEE

Fee refunded if not completely satisfied.

UNLEASHING THE LEADER WITHIN allows you to get away from the rat race, deeply examine yourself and your business, and then go make an impact in ways you've never done before.

—Neil Witmer, PhD

UNLEASHING THE LEADER WITHIN

Is...

- for bright, impatient people who avoid remedial seminars
- an intensive examination of a leader's underlying personality
- a way for successful executives to amplify confidence, courage and social impact
- a much-needed retreat—a chance to think deeply about the business and one's commitment to career
- partnership with colleagues rather than "Lone Ranger" heroics
- upgrading staff talent—holding staff more accountable than ever before
- designed to prove one's readiness for succession

Achieve eyebrow-raising results at this powerful and transformative program

UNLEASHING THE LEADER WITHIN

is Not...

- training
- a one-shot program
- a casual commitment
- theoretical, lecture-based or boring
- for cautious or remedial managers
- low ROI
- a touchy-feely boondoggle

WHO SHOULD Attend

Which category best describes you?

ACHIEVER

As Director of Sales, Steve has achieved amazing results. He enjoys a breakneck pace but is over-committed and occasionally loses focus. Vacations are helpful, but he keeps recreating the same rat race. He desperately wants a chance to get away to re-think the way he operates.



SPECIALIZED



Sam is a brilliant VP of Engineering. His manager wants him to show stronger cross-functional leadership, take more risks and ignite more urgency in product development. Sam has exciting ideas but needs to learn to sell them to a critical, broad-gauged management team.

UNLEASHING THE LEADER

WITHIN is specifically designed to address these needs. But if you're in a category all your own, call Neil Witmer or Jeff Grip (630.990.4884) for input! We've counseled thousands of executives to design development plans tailored to their exact needs.

AMBITIOUS

Sally has enjoyed a "high-potential" label throughout her career. She has experienced multiple rotations, and her CEO has mentored her. She wants a promotion to the Division President position that will open up next year. She is looking for new ways to stand above her competition and make her talents visible.



Courage is not about taking risks without fear, it's taking risks in the presence of fear.

—Steve Sherwood,
Head Coach,
Unleashing The Leader Within

UNLEASHING THE LEADER

WITHIN is now available as an in-house program for senior teams!

This is the best investment of time and money an organization can make. It's a chance to make an organization's top performers more effective leaders—a result whose value can't be overestimated.

—Steve Yastrow, VP Marketing,
Hyatt Corporation; author—
Brand Harmony

What's different about this approach is its practicality, teaching a bias to get things done.

—Marty Philp, President,
Ingersoll-Rand Security & Safety, Canada

8 Key Benefits OF PARTICIPATION

1. Earn renewed respect from your manager and colleagues
2. Show people that you can get results beyond what's "reasonable"
3. Use "emotional intelligence" to forge more honest relationships
4. Prove yourself ready for succession
5. Get excited by uncovering lost passions
6. Create alliances with co-workers to eradicate chronic problems and sacred cows
7. Justify investment in this program by showing a measurable ROI
8. Create an eyebrow-raising impact on your business plan!

This has helped me refocus my priorities, giving me more confidence in my decision making—resulting in a \$2 million annual increase in profitability.

—Cheryl Gilbert, Controller, Network Services

WHAT OTHERS Are Saying

I can't tell you how much I've seen changes that are unbelievable and never thought would happen.

—Fred Matthias, Vice President, McDonald's Corporation

(He) achieved a \$2 million annual cost savings and clearly raised eyebrows!

—Mike Klockenga, VP Operations, Johnson Outdoors

This program really does raise eyebrows! It provides real-world skills combined with a format that ensures that they are put to use.

—Dennis Gilbert, CFO, GKN Aerospace

This program allows you to get off the 'business treadmill,' look in the mirror and ask yourself what you truly want out of your career, and develop the action plan to go get it!

—Ben Schmidt, Group VP and GM, Metaldyne

This truly focuses on the total leader—from exploring my deepest motives—to creating a high-performance team.

—Scott Wargo, Plant Manager, Hamilton-Sundstrand

What impressed me about the program was the intensity of the experience.

—Executive Editor, *Chicago Sun Times*

There is not a day that goes by that I don't think about my experience at the retreat. I never dreamed this program would have as big an impact on my life.

—Karen James, General Manager, Johnson Outdoors

This follow-up coaching is a huge positive that sets this miles apart from typical programs.

—John Alstadt, VP Operations, Auth-Florence

I met incredible people who inspired me in ways I never imagined. The experience will be with me for a lifetime.

—Mary Lynn Fayoumi, CEO, Management Association of Illinois

HOW TO REGISTER

For more information or to reserve your place,

call 630.990.4884, or log on to

www.witmerassociates.com

to download an Application with program dates.

WITMER & ASSOCIATES

TALENT ♦ LEADERSHIP ♦ EXECUTION