Leadership Seminar
A Two-Day Workshop
7th- 8th April 2015
9.00am – 5.00pm
Parkroyal Hotel Kuala Lumpur

“Can You Hear Me Now?”
Interaction & Networking Skills for Today’s Business Leader

Sarah Michel, CSP
The Only Speaker Who Teaches People to Stop Networking and Start NetWORTHing®

Led by One of The World’s NetWORTHing™ Gurus
Sarah Michel, CSP
Perfecting Connecting®

NetWORTHing™ is the new way to network into today’s business environment.

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Juliana at 019 381 7085 / 03 2279 9199
juliana@smrhrgroup.com
Maximise your attendee’s connection and kickstart your meeting on the right note guaranteed to facilitate networking throughout your conference with Perfecting Connecting®

Sarah Michel, CSP
Perfecting Connecting®
Connecting Anyone, Anywhere, Anytime

Learning Objectives

1. Create an action plan for growing their access & influence potential with their network to grow their business.

2. To recognise sources of miscommunication to build strong, “conflict-resistant” interactions with people of all types and styles.

3. Identify their own preferred style to maximise communication effectiveness to become better networkers and relationship marketers.

4. Recognise the styles of others and use differences to create stronger work relationships and better collaboration.

5. How to use their natural leadership talents to get results and create better buy-in for their ideas.

6. Identify how to overcome communication obstacles with colleagues, customers and team members.

7. Recognise sources of miscommunication to reduce conflict to a minimum.

8. Learn to shift perspectives to communicate in all four Interaction Styles with customers and colleagues.

Content

1. How to Influence Others
   - Understanding Yourself and Others
   - Interaction Styles
   - Leadership Styles

2. Communicating and Influencing Others
   - Managing Conflict
   - Flexing Your Style To Connect with Anyone, Anywhere, Anytime
   - Perspective Shifting
   - Match & Mirror Practice

3. Questions and Reflections
   - Temperament Self-Discovery-What We Do and Why We Do it That Way
   - Temperament Applications
   - Networking Style
   - Problem Solving

4. NetWORTHing® Vs. Networking
   - Strategies for Growing Your Access & Influence Potential
   - Action Planning-From Awareness to Action

Learning Approach

The modules are delivered in a highly practical and participative way with discussions, videos, exercises and reviews. Comprehensive notes supplement the lectures and aid discussion.

Target Audience

- All those whose job related to engaging and networking with others to sell your ideas & propositions
- Business Development, Marketing and Sales Personnel
- Head of Departments, Managers
- Business Advisors
- Account Managers
- Corporate Communication, Public Relation, Government Liaison Personnel

Competencies Addressed

- Impact and Influence
- Relationship Building/Networking

for the first 50 registration
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Connecting Anyone, Anywhere, Anytime

Profile Sarah Michel, CSP
The only speaker who teaches people to stop networking and start NetWORTH®

Sarah is a networking expert who helps people increase their netWORTH™ by learning how to nurture and grow their network to help them do their jobs faster, better and easier. She works with associations and organisations to strengthen their connection and communicate their value to anyone, anywhere, anytime. Her powerful Perfecting Connecting© strategies promote personal and professional success.

As a cancer survival, Sarah’s network helped save her life. She shares her inspirational journey with insight and humor to motivate her audiences to connect not just for the moment, but for life.

She is the author of Perfecting Connecting®, A Personal Guide to Mastering networking in the Workplace and co-author of Conference Connexity and The New Generation of Leadership. Her articles and inspirational stories about connecting and community have appeared in numerous books, newspapers and national journals.

Sarah Served on the Board of Directors for the National Speakers Association from 2008-2010 and 2008-2009 Meetings and Convention Chair responsible for the design and delivery of two conferences and annual international convention and knows how important it is to deliver the ROI & ROA (return on attendance) as a speaker.

About SMR Group
For the past 30 years, SMR has played an instrumental role in enabling people to unleash their potential and gain new knowledge and abilities. We have grown from a leading human resource development company to a one-stop centre for technology-driven human capital development solutions in the digital age. Our methods and offerings may have evolved, but our belief in inspiring individuals to achieve their best has always remained constant.

Our commitment to your personal and professional development underpins every training programme and event that we organise, with a focus on providing lifelong learning opportunities to help you grow and achieve your goals. We also create unique digital platforms to give you a head start on effective learning in this new age.

Testimonials

1. “All I can say is W-O-W!!! You are an AWESOME speaker and I have received nothing but rave reviews.”
   — Regina Ingram, Citigroup

2. “Sarah's presentation is captivating and high energy. I highly recommend her! There's something here for each member of the audience!”
   — Vic Kachez, National Account Executive, Ford Motor Company

3. “You absolutely 'knocked my socks off' with this program! People are still talking about it!”
   — Cari Strouse, CMP, Meeting Professionals International, Colorado

4. “Quite simply...she's one of the best.”
   — U.S. Olympic Committee

5. “Sarah is consistently among the highest rated speakers as evaluated by our participants. We try to include her on all the programs of high impact and high visibility.”
   — Mike Durbin, Assistant Director Office of Personnel Management, U.S. Government
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<td>Can You Hear Me Now? Interaction &amp; Networking Skills for Today’s Business Leader by Sarah Michel, CSP</td>
<td>RM 3,500 per delegate</td>
<td>USD 1,000 per delegate</td>
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4) Fee paid is non-refundable, replacement is accepted.
5) Registration received shall be deemed as confirmation.
6) Joining instruction will be given once received complete registration form
7) Video cameras, tape recorders or any related recording equipment is strictly prohibited during the event.
8) Our fee are exclusive of all taxes, levy, duties & surcharge of any nature payable on or by reference to such fee.
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