

## THE NEED FOR NEW LEADERSHIP SKILLS TO HANDLE TODAY'S CHALLENGES

Most business owners, executives and professionals have achieved success because of their goal focus, dedication, and exceptional specialized or technical expertise.

But as these qualities bring more recognition, responsibility, and increased business, these qualities alone are no longer enough. As the business grows and changes, sometimes very rapidly, weaknesses or shortcoming can override strengths, or the development of a successor becomes a priority.

There comes a need to change, to develop a whole new set of skills, in the leader or their successor, that make it possible to handle a changing and expanding sphere of challenges. These skills involve the ability to lead and influence others more positively and effectively, with a continued focus on results. These are skills that will:

- Develop more effective interaction with employees, associates, peers, family employees, suppliers, customers, and the community.
- Strengthen leadership expertise.
- Build strong and lasting business relationships.
- Continue to profitably grow the company

For twenty-five years, I have been helping business owners and their successors, entrepreneurs, executives and professionals increase their interpersonal and leadership versatility and raise their sales and human resource management skill level, with excellent results in the areas of:

- Executive Development and Coaching
- Building Lasting Profitable Business Relationships
- Resolution of Serious People Problems
- Managing Difficult People
- Executive and Management Team-Building
- Family Business Succession and Conflict
- Organization Change and Development
- Conflict Management and Decision-Making
- Interaction Skill Training
- Advanced Selling Skills

I take pride in my ability to deliver practical, results-based, consulting services. Working one-on-one or in a group or seminar setting, depending on client needs, I help my clients define their current situation, their goals and needs, and an action plan to move forward.

I invite you to contact me to discuss your situation and how I can help you.