

## Leaders Take Action

Make a Difference as Never Before in the Success of Your Organization  
By **Prof. Sam Deep**

22 Oct. 2017, Fiesta Americana Condesa All Inclusive Resort, Cancun, Mexico

*If your actions inspire others to dream more, learn more, do more and become more, you are a leader. – John Quincy Adams*

I have a question for you...

Why do managers schooled in leadership by superb training, blogs, and books not achieve more noticeable gains in the work place?

The answer is found as they return to the heat of leadership battle where it's easy to be trapped by old habits. They may be absent a plan, intent, and follow through. They might not have yet seen themselves in the mirror and declared, "This is something that I vow to improve in *my* leadership."

A solution emerges at [www.leaderstakeaction.com](http://www.leaderstakeaction.com).

Every other week one of 95 robust leadership mandates is directed to managers in an engaging and compact e-newsletter format. Each is a 5-10 minute read, ending in a plan of attack. Throughout the process, recipients connect with a coach for personal advice and encouragement to apply what they've learned to their leadership challenges.

In this workshop, you encounter 12 of the most popular actions among the 95. The face-to-face venue enables Sam Deep to share insights beyond what is possible in the emails. Interaction with like-minded colleagues heightens your takeaways. You experience a supportive environment where you shape a strategy to magnify your leadership effectiveness.

A special benefit of attendance occurs once you register. You are invited to shape the workshop content. Do this by nominating two actions to add to the ten listed below.

Here's how to vote.

- Go to [www.leaderstakeaction.com](http://www.leaderstakeaction.com)
- Click on "Current Action Inventory"
- Email the titles of your two choices to [samdeep@leaderstakeaction.com](mailto:samdeep@leaderstakeaction.com)

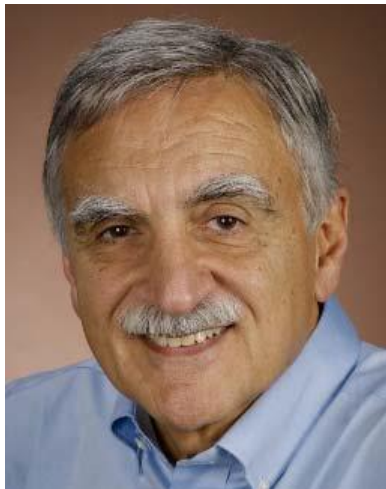
## **Who Should Attend?**

This course is for any executive or manager resolved to become a more successful leader or do the same for direct reports. All participants receive a signed copy of Sam's latest book, *Smart Moves to Awaken the Leader in You*.

## **Course Outline and Topics**

1. Hire People Who Will Perform
2. Tap into the Power of Praise
3. Give Impacting Performance Feedback
4. Prevent Failure Less, Insure Success More
5. Effect Embraceable Change
6. Get People to Listen to You
7. Resolve Conflict with Others
8. Sell Your Ideas to Others
9. Delight Your Customers
10. Reduce Your Stress
11. (Participant choice)
12. (Participant choice)

## **Course Instructor Sam Deep**



Sam Deep launched his leadership development career in 1986 after 15 years of teaching and administration at the University of Pittsburgh. Since then he has spoken in front of over 200,000 people and his 16 internationally published books have sold well over one million copies in fourteen languages. Dennis Waitley has said that his books "brilliantly cut straight through to the core values and actions that produce results."

Sam's ideas about management have been quoted in newspapers and magazines throughout the country as well as on CNN-FN, CNBC, and WGN radio Chicago. He served as an adjunct professor of leadership and strategy at the Carnegie Mellon University Tepper School of

Business from 1998 to 2006. His course was "Meeting the Challenges of Corporate Leadership". For eight years he hosted "Following the Leader," a weekly radio program on KQV in Pittsburgh. Four of his CD's have been featured on USAirway's entertainment channel.

A representative sampling of his clients past and present include Alcoa, Allegheny Power, American Institute of Banking, American Electric Power, American Society of Association Executives, ANSYS, Auditor General of Pennsylvania, Bahamas Ministry of Tourism, Baker Engineers, Bayer Corporation, Bombardier Transportation, Caribe

Hilton Hotel, Carnegie Mellon University, Carolina Cattleman's Association, CEO Clubs of America, Cutler-Hammer, Deloitte & Touche, Elias-Savion, Grant Thornton, GS1 US, Hallmark Cards, Heinz USA, International Customer Service Association, Ketchum, Koppers, Mellon Bank, Mercer Consulting, Merck, New York University, OfficeMax, People's Natural Gas, PNC, PPG Industries, Pittsburgh Symphony, PriceSmart, Puerto Rico Hotel and Tourism Association, Starter Corporation, United Mental Health, U.S. Foodservice, Veterans Administration, Westinghouse, and Young Life.

Sam recently served on a leadership development panel for “The League of Extraordinary Minds” accessed by 500,000 entrepreneurs. His colleagues on the on-line panel included Marshall Goldsmith, Dr. Jeffrey Pfeiffer, and Fran Tarkington. His is listed as one of the world’s top experts in sales strategies in the 2010 book, Mastering the World of Selling by Eric Taylor and David Riklan. In the words of international marketing expert Jay Abraham, “You are a star. Not merely because of your following and reputation. Your status is deservedly earned by the original thinking you share and the deeply impacting concepts you offer up.”

When you experience the impact of Sam’s counsel, training, and facilitation you will discover why none other than Tom Peters promises that you and your teams will come away from his programs “with practical ways to implement positive change in the gut level day-to-day experience.”

**REGISTRATION:** <http://www.flogen.org/sips2017/>