

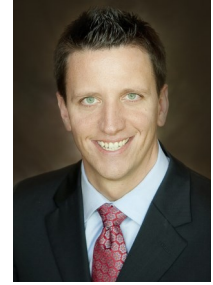


WORKSHOP

LEADERSHIP MATRIX

PRESENTED BY

THOMAS B. WALLACE, III, CCM, ECM



CORPORATE PARTNERS

PLATINUM



AND

STRENGTH BASED LEADERSHIP

PRESENTED BY

SUNJAY NATH, MBA, BSCE, CSP

GOLD



TUESDAY, NOVEMBER 15, 2016



SILVER

SPRING BROOK COUNTRY CLUB

9 Spring Brook Road
Morristown, NJ 07960
973-539-6660



Host Managers: David Bachman, CCM, CCE– Chris Lukov



Registration/Continental Breakfast:	8:30 am
Program: Thomas Wallace	9:00 am—12 noon
Lunch:	12:00 noon-1:00 pm
Program: Sunjay Nath	1:00 pm—4:00 pm
Cocktail Reception	4:00 pm-5:00 pm



6 Credits

Register online at www.njcma.org
You are requested to wear your name badge



\$75.00 per person



Please mail form and check made payable to Spring Brook Country Club

for \$75.00 per person by October 31 to Spring Brook CC, 9 Spring Brook Road, Morristown, NJ 07960

BRONZE

Allied Beverage Group LLC
Arthur J. Gallagher
Craig Neier
Clover Hill Coffee Roasters
Driscoll Foods
Garguilo Produce
King Solomon Foods
Master Purveyors Inc.
MJ Frank
M Tucker/Springer
PAPC

NAME _____

CLUB _____

GUESTS _____

GUESTS _____

Number of People : _____ Amount Enclosed: _____

FALL WORKSHOP– MORNING PROGRAM

Leadership Matrix
Thomas B. Wallace, III, CCM, ECM

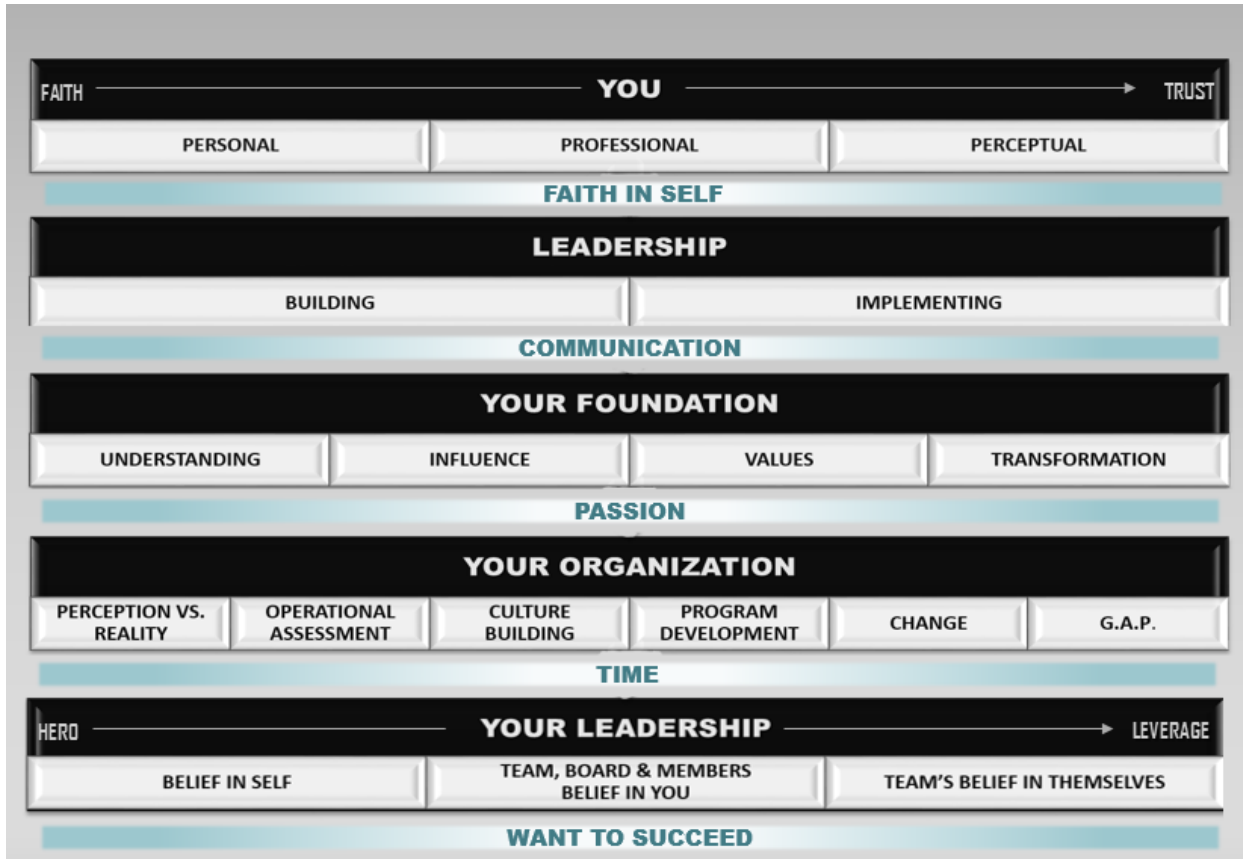
How do you lead?

Can you clearly define your leadership beliefs?

Imagine at your next board orientation the power of clearly defining what leadership means to you. What you believe in. How you operate and how you'll build the club's future leaders.

Employees want to know, who, what and why nowadays. When millennials are looking for a new organization they must believe in the leader's vision. If you can't define it they can't believe in it.

“Average leaders have quotes, good leaders have a plan, and excellent leaders have a strategy.”



“While you perceive yourself to be an effective leader even under stress, do your colleagues share this perception of you?

Understanding yourself is imperative. Embracing your strengths and appreciating others' perceptions of you help you to be a better leader.”

“Leadership must work to build influence in the organization. Strong leaders recognize opportunities to develop influence with the membership, Board and the team. These opportunities allow the leaders to step forward and lead the organization in its time of need. This not only shows the leader's belief in himself or herself, but it also starts to help build his or her membership, Board and team's belief in him or her as well.”

This session will teach managers at every level how to fully realize their potential for leadership, how to create a strategy for their leadership style and how to implement their vision.

As a result of participating in this program, participants will be able to:

- Integrate onboarding (organization socialization) in your club.
- Invent a culture of team building.
- Implement a successful leadership strategy
- Prove the value of influence and trust building
- Show the difference between “hero” and “leverage” leadership
- Reinforce program development
- Distinguish how generational differences impact the workplace and how to leverage this to your advantage

FALL WORKSHOP– AFTERNOON PROGRAM

ENGINEERING HUMAN PERFORMANCE

Sunjay Nath

MBA, BS&E, CEP



Program: Strength-Based Leadership: The 10-80-10 Principle

The 10-80-10 Principle is a framework that allows you to increase your performance and results by focusing your energy and efforts on highest yielding activities. It helps individuals and teams operate at a dynamic level.

Every person or group already exhibits behaviors that are Top 10 (percent) – those behaviors that lead to high performance and achievement. What people lack is the knowledge and a framework to consistently operate at that dynamic Top 10 level. The 10-80-10 Principle program provides a methodology to reward and grow Top 10 behaviors and neutralize Bottom 10 actions.

Filled with practical examples and engaging content, the audience is able to identify their Top and Bottom 10 and then A.C.T. with the 10-80-10 Principle to create greater performance levels in both their personal and professional lives. The 10-80-10 Principle can be delivered as a keynote or workshop and is used as the underlying philosophy for coaching and consulting projects.

Learning Benefits:

1. Save time by focusing on the “right” activities
2. Increase team cohesion by increasing output with fewer resources
3. Create a healthier organization culture by cultivating and training toward team member’s strengths – which increases job satisfaction and reduces turnover