

Andy Kaufman presents...

Navigating the Winds of Change Staying On Course in Business & in Life

- ◆ How can associates of my organization learn to more effectively deal with all the changes going on?
- ◆ How can we make changes in my organization that really improve things for the better?
- ◆ What can I do to be more comfortable living in a world filled with ambiguity?

Learning how to effectively manage change is one of the fundamental skills leaders must develop to be successful today. *Navigating the Winds of Change* provides powerful and practical insight to help the associates of your organization stay on course in business and in life.

What You Will Learn

- ◆ The role of "control" in dealing with resistance to change
- ◆ The importance of "ending well"
- ◆ How to recognize the "fall-behind point" and work to avoid it
- ◆ How to avoid becoming a victim of change
- ◆ A model for staying on course
- ◆ A model for understanding how those around you react to change
- ◆ Practical ideas for how to become more change-hardy
- ◆ How to effectively lead change within your areas of influence

What Others Are Saying

- ◆ "Many helpful ideas, particularly the reminder it is '10% what happens & 90% how I react'"
- ◆ "I really benefited from the 'Personal Instrument Panel' concept"
- ◆ "Your Fall-Behind point concept was particularly helpful in explaining our situation."
- ◆ "Dynamic, practical, positive, encouraging, and challenging"
- ◆ "The way you interacted with the audience was truly remarkable. You brought folks into the presentation and made them participants instead of attendees."

Institute for Leadership Excellence and Development

Andy Kaufman, President

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Choose How You Want to Benefit

- ◆ Keynote package
 - ◆ 60 minutes
 - ◆ Dynamic delivery of practical lessons; optionally includes copy of Andy's book *Navigating the Winds of Change*, published by Zurich Press.
- ◆ Workshop package
 - ◆ 90-120 minutes, with extended time for practical application and Q&A
- ◆ Deluxe implementation package
 - ◆ Half day session
 - ◆ Extended exercises to apply material
 - ◆ Optionally includes follow-up coaching

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About Andy Kaufman

Andy Kaufman is President of the Institute for Leadership Excellence and Development (I LEAD), an organizational development firm committed to helping you improve productivity, individual and team performance, employee and customer satisfaction, and project management effectiveness. The Institute provides keynote presentations, training, and professional coaching services for companies around the world. Andy has a real passion for helping people learn to thrive in the midst of uncertainty and change, and his clear and entertaining style has helped thousands of people learn how to successfully navigate these challenges. Andy brings a rich background of over 20 years of corporate and small business leadership experience. His focus is all about helping to transform organizations through proven, holistic, real-world approaches.

Andy is author of *Navigating the Winds of Change: Staying on Course in Business & in Life*, published by Zurich Press. Before founding I LEAD, Andy was the Vice President of Systems for ACNielsen. His teams were responsible for designing, developing, and implementing sophisticated market research and decision support systems for the company's clients around the world. Andy is a certified trainer and member of the International Society for Performance Improvement Chicago Chapter (CISPI).

What Does This Mean For You?

Andy Kaufman has real world leadership experience with organizations of all sizes. Combine that with thousands of hours of speaking experience and you have a speaker who will connect with your audience in an engaging and informative way. They will learn and enjoy it at the same time!

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Your Satisfaction Guaranteed!

Learning to more effectively lead in an environment of uncertainty is critical for your staff. Feedback from this session indicates that participants actually enjoy the learning process and walk away with practical solutions that can provide benefit starting right away. **I am so confident you will be satisfied with the results of this learning session that I offer a 100% Satisfaction Guarantee!** Call me today to start the learning in your organization!

Andy Kaufman