

The Move into LEADERSHIP... A Challenging Transition

Are you converting
high-performing
EMPLOYEES into
high-performing
LEADERS?

The most challenging career move is that first move from individual performer to first level manager / supervisor. Whether in sales, field service, engineering, marketing, operations or accounting... the first step up is the biggest. Failure to make this step successfully not only impacts the individual, it impacts the entire team he / she manages.

- Do you have first level **managers who fail** to ever become proficient at leading, managing and motivating their people?
Have you inadvertently converted a high performer into a low performer?
- Do you have employees de-motivated, under-performing or even leaving due to an **ineffective manager**?
- Do you know **why** so many leadership training **programs fail to deliver**?

Becoming a successful leader is about practicing and mastering the attitudes and behaviors that create motivated, inspired, responsible employees. This takes time; it doesn't happen in a seminar. We inevitably fall back into old habits and patterns unless there is ongoing feedback and coaching to make mid-course corrections.

As author David Sandler says:
"You can't teach a kid to ride a bike at a seminar."

Are you sending your people to leadership seminars expecting them to come back skilled leaders? Is it working?

3 levels of training programs:



*Is your leadership development program designed to deliver behavior change and improved results?
If it's a seminar ... the answer is NO!*

HQ
1428 Via Christina
Vista, CA 92084

Orange County
525 Valley Forge
Placentia, CA 92870



HQ: 760-518-3148
OC: 714-206-7754
Email: info@strategicresultsgroup.com

Consider how behavior change and improved results occur...

The Results-driven Behavior Change Process



Is there a leadership program with a proven, scalable process that delivers behavior change as well as results?

YES! A proven, time-tested program is available through Leadership Management Inc. It follows the six-step process below, delivered in *bite-sized pieces over a 20-week period*. This occurs over months, so that new behaviors and habits can actually be learned, practiced and developed - and results can be measured.



Six Step Results-driven Behavior Change Process

- 1) **Create Awareness** – Read (15 mins)
- 2) **Reinforce** – Listen to CD in car (15 mins)
- 3) **Self-Assess** – Identify Area to Improve (15 mins)
- 4) **Take Action** – Apply In Current Work Environment - Practice
- 5) **Use Coaching** – One-on-One
- 6) **Evaluate** – In Team Environment

LMI's Effective Leadership Development programs are available in 23 different languages worldwide. The programs are customizable, guaranteed and affordable. The programs have been used successfully across every industry, in both private and public companies.

Why is LMI's approach superior? Because it is delivered over time, in small groups, with exceptional content & coaching, designed to deliver measurable results.

**Convert Your High-Performers into Effective Managers!
Contact Strategic Results Group Today**

Strategic Results Group is the certified Southern California representative of LMI with a team of successful managers from marketing, sales / business development, finance, engineering, operations and HR with experience in small businesses and local enterprises to Fortune 100 companies like Hewlett Packard.

HQ
1428 Via Christina
Vista, CA 92084

Orange County
525 Valley Forge
Placentia, CA 92870



HQ: 760-518-3148
OC: 714-206-7754
Email: info@strategicresultsgroup.com

STRATEGICRESULTSGROUP.COM