

*From Women's Vision Foundation in conjunction
with Complete Intelligence LLC*

New!

Are you an "Influential?"

INFLUENCE FOR SUCCESS™

The Key Tools of Influence

A dynamic two-day workshop

November 3 & 17, 2009

At the Women's College of the University of Denver
1901 E. Asbury Avenue, Denver

It's one of today's "hot topics."

The art of influence is at play in every situation.

The rapidly increasing impact of the "influentials," individuals who are the movers and shakers of our society, is being discussed in recent, breakthrough research.

At the same time, the art and science of influence is being taught in the nation's leading business schools and written about in the business press.

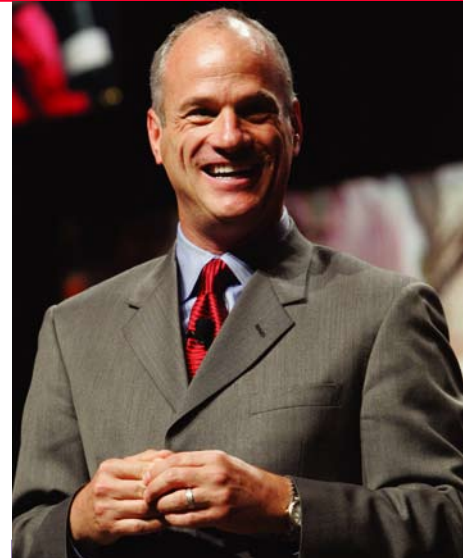
If you're ready for a sophisticated, practical, "next level" approach to becoming more influential, don't miss this workshop!

The Principles of Influence:

- ◆ Determine beliefs
- ◆ Create attitudes
- ◆ Move people to agreement and action

Increasing your ability to influence others in business helps you in:

- ◆ Leading your team to a new level
- ◆ Serving as a trusted business advisor
- ◆ Navigating corporate politics
- ◆ Making a presentation to a client
- ◆ Convincing your team or the board of directors to go with your new idea
- ◆ Managing a complex account



Scott Halford
President
Complete Intelligence LLC
Workshop Leader

*Are you an
"influencer" or
an "influencee?"*

Come with a business issue currently before you.

Day 1: Have someone YOU need to influence?

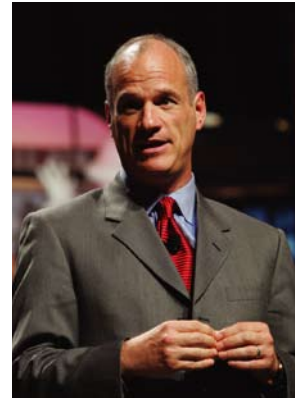
Because this is an interactive workshop, we ask you to bring a business issue with you. The learning starts as soon as you get here!

Day 2: Putting it into practice!

The second day of the workshop is strategically placed one week after the first. This gives you a week to try on your developing new skills – and then come back for more.

In the workshop you will:

- ◆ Learn the Six Principles of Influence.
- ◆ Understand the triggers and shortcuts used in each of the principles of influence.
- ◆ Refine negotiation and communication strategies for maximum results.
- ◆ Gain insight into complex sales and account management scenarios.
- ◆ Analyze the use of influence in the world around us.
- ◆ Participate in interactive activities throughout the workshop.
- ◆ Evaluate the ethics of influence in different situations.
- ◆ Develop an individual strategy for recognizing and implementing influence in current work situations.



Scott Halford
Consultant to Fortune
500 executive teams

Scott Halford is an Emmy Award winning writer and producer, an engaging presenter and a long-time consultant to Fortune 500 executive teams.

His experience and research enrich the contribution that he makes in every client situation.

Scott's brilliance in focusing on the strategy and application of concepts distinguishes his work and gains praise from executives around the world.

In addition to his work on the topic of influence, Scott has an expansive expertise in the area of emotional intelligence that adds richness and depth to his programs.

Cost:

Members: \$887.00

Non-Members: \$987.00



Advancing Leadership for a
Better Workplace and a Better World

where the human spirit thrives

Register today!

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