

SMART Conversations®

4 Ds Workshop

Monday, July 26, 2010
8:30AM - 5:00PM

Venture Plex
7235 Bonneval Road
Jacksonville, FL 32256

brought to you by



Get In The Game SE, LLC

(904) 472-3706
www.getinthegamese.com

The #1 issue in organizations is poor communication.

“Executives say 14% of each work week is wasted because of poor communications between staff and managers. That amounts to a staggering **seven work-weeks of squandered productivity a year.**”

- USA Today



“Franklin-Covey research finds that 75% of workers spend 25% of their time on cover-your-back communications”

- San Francisco Chronicle

“Given all the time we spend talking you’d think we’d be pretty good at it by now. But we’re not. In fact, we’re downright bad at it. The wrong words, the wrong tone, the wrong expression - out of such everyday miscues comes many of the world’s problems, both small and large. In the world of business, the results of miscommunication are especially plain - and painful - to see: organizational strife, managerial paralysis, missed chances.”

- Editor, Harvard Business Review

What is poor communication costing your organization?

- Late project delivery
- Liability and exposure
- Lost clients
- Low morale
- Safety issues
- Broken relationships
- Distrustful work climate
- Lowered productivity
- Increased turnover
- Missed opportunities
- Increased absences
- Lost revenue

What results could your organization achieve with more effective conversations?

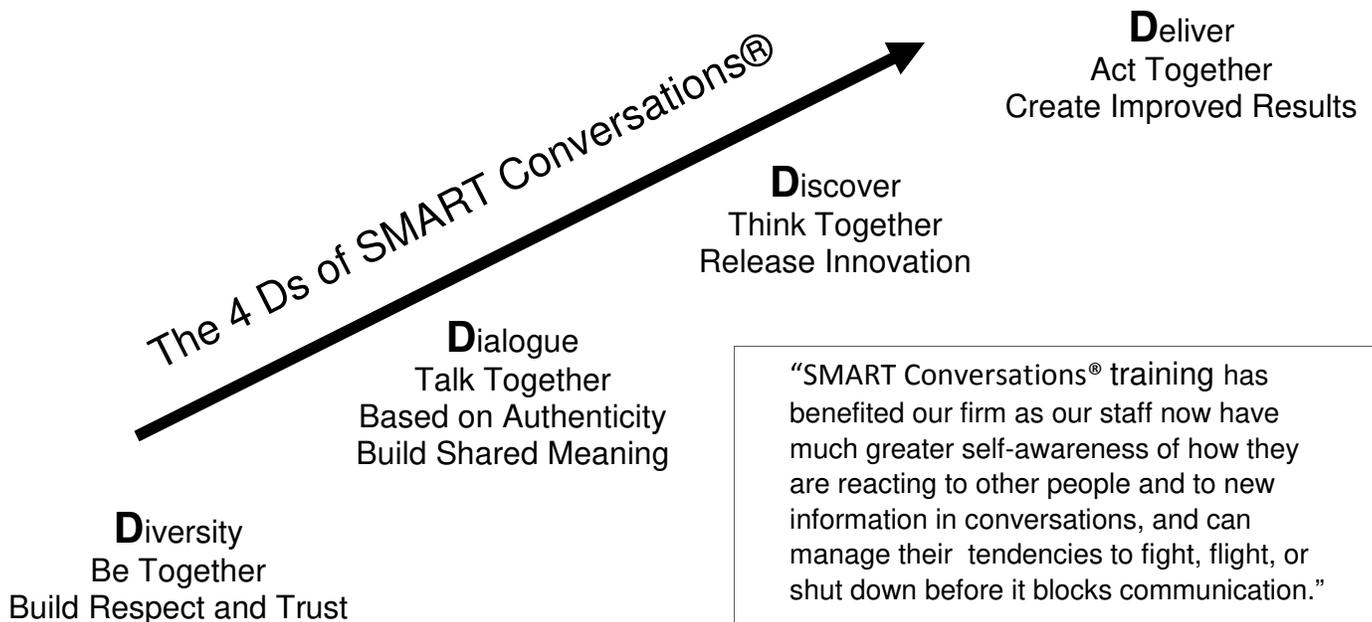
- Resolved conflicts
- Address difficult issues
- Change mastery
- Improved teamwork
- Customer service excellence
- Positive relationships
- Trust and Respect
- Innovative problem solving
- New product development
- Group facilitation
- Appreciation for diversity
- Productive labor relations
- Stakeholder commitment
- Employee engagement
- Effective leadership

SMART Conversations®

SMART Conversations® 4Ds workshop is based on four conditions of dialogue that may be applied anywhere, any time. They are Shared Meaning, Authenticity, Respect and Trust.

During this intense one-day workshop you will learn why conversations get off track and how to get them back on track. You will engage in dynamic conversations and activities with other participants to practice and reinforce the key learning points.

This workshop gives you the foundational tools you need to have effective conversations. You will be able to build and sustain healthy relationships leading to improved results for both you and your entire organization.



“SMART Conversations® training has benefited our firm as our staff now have much greater self-awareness of how they are reacting to other people and to new information in conversations, and can manage their tendencies to fight, flight, or shut down before it blocks communication.”

Frank Leathers
President, GEI Consultants Inc.

Enroll Today!

Monday, July 26, 2010

\$500 fee includes a light breakfast, lunch, handouts and extensive participant manual. Discounts for multiple attendees from same company

Contact Get In the Game SE at
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Get In The Game SE, LLC

Your Workshop Facilitators



Paul Weisman, President of Weisman Consulting, Boston, MA, and owner of SMART Conversations®, is a facilitator, certified coach, management consultant and Professional Civil Engineer with more than 30 years of consulting experience.

Paul is committed to SMART Conversations® as a way to transform the performance of both individuals and organizations. He is an insightful and compelling speaker who will teach you the skills you need to dramatically improve your relationships and results.



Robert “Bob” Zinsser is a certified SMART Conversations® facilitator who believes that successful organizations develop their people. He is also President of Get in the Game SE, LLC, a professional sales organization that offers a broad range of products related to optimizing organizational efficiency and creating positive workplaces.

Bob applies his business development skills in situational analysis to identify needs and leverage skill building as a springboard to innovation, best practices, productivity, hiring and retention

You will learn how to...

- Identify your trigger style and learn how to manage it
- Navigate your “Belief Map” to create more successful conversations
- Balance Asking, Listening and Telling to build trust
- Surface “Undiscussables” and free up time and energy
- Apply the “Shared Interest Model” to create, collaborate and innovate

SMART Conversations® is available in three formats:

1. One-day “4Ds” intensive workshop
2. Two-day in-depth curriculum offering exposure to the underlying principles of dialogue along with extensive practice and application opportunities
3. Web-based training combined with a one-day on-site learning lab

Certified Facilitator Training For SMART Conversations® will be held in Jacksonville, FL, Tuesday and Wednesday, July 27-28. Attendance at the one-day July 26 4Ds workshop is a prerequisite, as is completion of the on-line web-based version. After completing all certification requirements a certified facilitator will be able to offer any of the three versions of SMART Conversations® to his or her clientele.

For more information and pricing contact:

Bob at Get in the Game SE, LLC at (904) 472-3706 or robert@getinthegamese.com

Paul at Weisman Consulting at (617) 413-4291 or paul@weismanconsulting.com