

Enhance Knowledge, Skills & Abilities with JPI's Learning Opportunities



Inspire, Motivate and Educate Your Audience with the following programs!

Maintaining and enhancing your professional skills and abilities—and the professional strengths of your organization—is the critical factor in today's complex and dynamic marketplace.

You're bringing your people together.

You want them to be invigorated and motivated, challenged and inspired! You want them to hear about and learn a concept, process or unique perspective that they can apply in their professional and/or personal lives! You want them to say, *"Thank you for arranging that presentation for us! I'm really glad I attended!"* That's what meeting, conference or keynote presentations from Joy Pecchia International will do for you...and for your organization. You'll hear *"Thanks!"*

Choose from our nine most requested topics listed below:

Mastering Influence – *A significant key to your success is your ability to be influential*

Business Mastery – *Survive and thrive in today's economic climate*

Pink Leadership – *Provides the inspiration and techniques for women to excel as leaders*

Maximize Your Career and Your Life – *Managing Your Business of Living*

Manage Your Time by Discovering the "Margins" – *Achieving the Results You Desire in Record Speed*

Strategies for Today's Advancing Leaders – *Overcoming the Obstacles to Success*

Wellness in the Workplace – *Physical health is the most important asset you possess*

Appreciative Inquiry – *Collaboration and invigoration through AI*

Professional Styles Workshop – *Leverages both individual and group behaviors*

**Expand Your Leadership Skills and Abilities and Those of Your Organization
with JPI's Workshops and Presentations for Executives, Managers, Team Leaders, and
Current and Aspiring Leaders!**

Descriptions of JPI's Workshops and Presentations:

What's the secret to mastering influence?



Mastering Influence

Think twice before you speak, because your words and influence will plant the seed of either success or failure in the mind of another.

— Napoleon Hill

A significant key to your success in business and personal relationships is your ability to be influential. During this presentation you will discover how to integrate proven psychological tools that will allow you to enlist the support of others to help you achieve your most ambitious goals.

This presentation includes:

- The secrets of creating rapport
- Using the power of language
- Understanding the unconscious behaviors of yourself and others
- Managing your emotional state
- Learning powerful skills in mastering the art of influence.



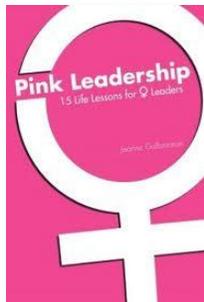
Business Mastery: *Survive and Thrive in Today's Economic Climate!*

"It's not the strongest of the species that survive, nor the most intelligent, but the ones most responsive to change." — Charles Darwin

Mastering the challenges of successful, profitable business in today's complex marketplace requires a deep understanding of best practices, and proven skills and techniques for operating and leading your business or department. Outdated systems and processes for growing and sustaining your business just don't work in our "new economy". It's time to take action, to be nimble and flexible and it may require re-engineering (or calibrating) your processes and approaches. Re-focus your business, **or ignore that need and risk your future.**

This workshop is designed to inspire and educate you in meeting the challenges of architecting and leading change. This is a 'roll-up-your-sleeves' workshop that highlights the key and critical business factors that may be impacting you and your business right now. It will allow you to create sustainable systems for ongoing growth and impact.

Outcome: *Deepen your understanding of the need and the techniques for effecting the right changes, at the right time, to master the art and science of business—successfully and profitably.*



Pink Leadership

In 2000, the representation of women on Fortune 500 boards was 11.7%. Ten years later that number inched up by only 4%, based on a proliferation of research by Catalyst, McKinsey. Bottom line: the needle barely moved.

When you look closely at the skills needed to lead others, women have them all—and Pink Leadership explores what "all" that is! Women listen, learn, and lead with exceptional ability, but the leading part hasn't happened often enough. Pink Leadership explores why women have not achieved their "rightful" position often enough and provides both the inspiration and the techniques for women to excel as

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leaders.

You will learn about the devils that may try to discourage, throw off course, or even sabotage a woman's success as a leader:

- Pyrite Devil
- Chatter Devil
- Precious Devil
- OCD Devil.

Pink Leadership is for all the talented, powerful...and interesting women who want the respect and attention they deserve, and who are willing to work for their rightful position at the front of the pack.



Maximize Your Career and Your Life

*Today's executives work hard: 60 percent of the senior executives toil more than 50 hours a week, and 10 percent more than 80 hours a week.
(The McKinsey Quarterly)*

As business professionals, we know that the strength of an organization depends on strong leadership, best practices, and focused effort. Your ability to strengthen your organization, and perform and produce at your peak level depends on maximizing your health, well-being and your work-life balance. This presentation will help you manage your business of living well, successfully and happy.

You will learn how to:

- Use self-discovery tools to facilitate greater personal and professional awareness and achievement
- Set and measure success goals using an easy-to-follow system
- Apply leadership principles and best practices to your daily living
- Leverage the power of perspective: key tools to laser-focus on your life—all of your life



Manage Your Time by Discovering the "Margins"

*44% of people report losing one hour or more per day in productivity due to stress. Another 37% report losing 15-30 minutes per day in productivity due to stress. Look around at the people you are working with. Those numbers indicate stress is affecting more than 80% of the workforce.
(American Management Study)*

Have you ever had the experience of working really hard at something, only to discover that your efforts didn't match the level of success you expected? What if you could consistently reach exceptional results along with an amazing level of personal fulfillment?

What you will learn in this presentation will ensure that you achieve the results you truly desire in record speed. You will begin to master an innovative system for not only managing your time, but for managing all areas of your life.

Joy will introduce you to an entirely new time management system: Time Margins. Using the proven methods of Time Margins, you'll never again have to complain about not having enough time again!

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You will be able to create efficiencies that abolish wasting 28% of your day. We all have the same 24 hours in a day. Learn to maximize your hours to achieve the results you want and need—in the margins of time!

You will no longer be stuck in the problems of:

- NonProductivity and Inefficiency – Getting caught up in consistently working from a model that's not helping you be productive
- Lack of Focus – ADHD tendencies are preventing you from establishing laser focus
- Time Management Issues – Telling the same old story about not having enough time, yet you realize everyone has 24/7

You'll walk away with presentation strategies that include:

- The Power of Focus and Vision
- The Secrets of Success
- Your Five Key Steps to Planning



Strategies for Today's Advancing Leaders

When training is combined with coaching, individuals increase their productivity by an average of 86% compared to 22% with training alone. (Internal report of the Personnel Management Association)

Leaders today are under enormous pressure to achieve positive results while simultaneously creating an excellent working climate and a sustainable business. The biggest roadblocks to business success are typically not the external obstacles like getting funding or hiring an effective team, but are more so about the inner obstacles that keep you stuck in the status quo. Practical, real-world solutions are shared during this presentation, which you will be able to implement immediately.

Some of today's problems are addressed in this topic:

- Advancement – Feeling the pain of not moving forward
- Procrastination – How to find the 'Simplicity inside of Complexity'
- Fear of failure/success – What if _____?

You'll walk away with presentation strategies that include:

- The Speed of Change
- Defining your Business Process
- Leadership Disciplines You Must Master



Wellness in the Workplace

The return on investment is between \$3 and \$8 (US) for every \$1 invested in health promotion programs within five years (Graham S. Lowe, Ph.D., Canadian Association of Municipal Administrators Conference).

Successful leaders understand that healthy employees make good business sense. This presentation provides the motivation, education and tools needed to make long-term lifestyle changes. Remember, your and your employees' physical health is the most important asset you possess, and is the key to enjoying the success you desire and deserve.

This presentation will include *10 Steps to Creating Health, Energy and Vitality*

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Appreciative Inquiry: *Collaboration and Invigoration through AI*

My interest is in the future because I'm going to spend the rest of my life there. — Charles Kettering

Two-day Workshop, delivered "live" in person

Appreciative Inquiry (AI) is an exciting way of promoting collaboration, establishing relationships, energizing organizations and developing clear, actionable strategic plans. Based on the tenet that our futures are determined largely, by the nature of the questions we ask today, AI is being used worldwide to bring about rapid, positive change. AI is a tool that can be easily incorporated into any interaction from interpersonal communication to large group collaborations. It can, therefore, be used by anyone in any organization - no matter how large or small - to encourage and effect positive change.



Professional Styles Workshop

"If you don't know where you are headed, you'll probably end up someplace else." — Douglas J. Eder, Ph.D

Half-day Workshop, delivered "live" with completion of the DiSC Assessment prior to participation

The most effective teams have members who understand their personal style, as well as each other's. This workshop not only defines team dynamics, but also guides team members to leverage both individual and group behavioral knowledge for increased success through collaboration and teamwork. By understanding the keys to communicating with others based on behavioral styles, team members can become more effective and increase overall productivity. The results of the team report identifies the strengths of each team member to ensure that everyone is in a position to contribute towards team success to their fullest potential.

The Assessment Workshop contains valuable information unique to the team, including:

- Primary Style Overview** – Breakdown of the team members' natural and adapted styles
- Strengths of Each Style** – Characteristics that reveal the strengths of team members in each of the eight styles
- Gaps in Each Style** – Areas where the team member's style may prevent opportunity for improvement
- Ideal Environment** – Preferred work atmosphere of each team member
- Potential Need for Team Members** – Styles that are not represented in the team dynamics

Listed above are the most requested topics.

Contact JPI for a customized conference, meeting, presentation or keynote address! Our robust business expertise allows us to craft the right message for your meeting and for your people!

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Here's what some of our clients have to say!

*"The workbook content was very helpful and all of the exercises and interactions were extremely beneficial. **Joy's knowledge, tips and energy was great.** I would highly recommend Joy!"* — NAWBO Business Mastery Conference Participants.

*"I hired Joy to address our professional sales/marketing organization. She completely customized her presentation tailored to our needs, **turning it into an effective and interactive session.** She has the ability to take her corporate training experiences and hone in on key areas that help people be more successful and fulfilled in both their personal and professional lives. Finding the proper balance is a tricky proposition for any of us, but **Joy provides the motivation and belief it can be done.** As such, I highly recommend her to any individual or organization."* — Education VP, SamsNet

*"I believe Joy would be a great potential panelist and resource for the Mentoring Circles Program at BSC. Her name is Joy Pecchia and she has that **contagious energy and real world experience** that I believe would be a great asset to the program."* — General Manager, Boston Scientific

*"Joy - On behalf of the firm, I want to thank you for your presentation today. It was tailored nicely to our audience and **everyone walked away with some information for their practices.** Thank you for all the time and prep that went into this meeting. I can tell you did your homework. We appreciate the support of our firm and our salespeople."* — Partner, Foster Klima

Partial List of Clients:

Hilton - "Joy worked with our 4D Leadership team in a positive and proactive manner, supporting us through a highly efficient and effective 360 Degree Feedback Process with individual and team goal setting in support of a proactive development process. Joy **utilized a compelling, pragmatic and effective model** for helping people in organizations grow, learn and enhance performance and effectiveness."

Animal Ark – 2 day Appreciative Inquiry seminar with **more than sixty representatives from the humane community in Minnesota.** Joy facilitated two intensive days of networking and strategic planning.

Subway – 2 day Manager Appreciation event held in Cancun. Joy **led the team and their guests** in a half day workshop on Maximize Your Career and Your Life.

C.H. Robinson – four hour session as a part of a **two day development program** with their IT department. Joy facilitated a workshop on Mastering Influence.

NACE – half day workshop on Mastering Influence for the company's employees.

Room and Board – two half day workshops for their employees on EQ in the Workplace.

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Meet Joy



Joy Pecchia is an expert in **providing insightful strategies and tools** to the fastest advancing leaders in today's business world. She has worked with hundreds of clients across the globe since 2002. Joy is known by many in her business and personal life as an agent of change. Her passions about business, life and adventure – and her **natural way of challenging and motivating others** – have encouraged many leaders to expand their professional boundaries.

Joy is an experienced CEO, Board Certified Coach, Trainer, International Speaker and Facilitator. She had been an Elite Coach for ten years with Robbins Research International, an Anthony Robbins Company.

Joy is an accomplished speaker and lecturer who delivers keynote addresses, meeting presentations and workshops that are customized to meet your organization's unique needs.

JPI also provides after-the-workshop coaching support to reinforce what you've learned. Please let us know of your interest.

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