

# Seminars

**Color Q serves as the basis of highly interactive, energizing and humor-filled seminars that will help you and your organization:**

- Build High Performance Teams
- Power Up New Business Development
- Lead and Coach to Peak Performance
- Develop Win/Win Negotiation Abilities
- Increase Client Satisfaction
- Manage Diversity



## REPRESENTATIVE TOPICS

**BUILD WINNING TEAMS.** A constructive use of personality differences builds high performance teams. Color Q provides an in-depth analysis of how each team member thinks, processes information and prefers to work. You'll benefit through:

- Reduced conflict
- Better assignment of roles and responsibilities
- Faster response to change
- Clearer definition of the team's strengths
- Increased innovation and productivity

**POWER UP YOUR LEADERSHIP STYLE.** Understanding the strengths and potential blindspots of your "signature" leadership style is a powerful catalyst for leading and managing others more effectively. You'll learn to:

- Influence others with more impact
- Develop a style that is consistent and gets results
- Influence others with more impact
- Create high functioning teams



**TURN TOUGH CUSTOMERS INTO LOYAL CLIENTS.** Clients are won and lost depending on your ability to flex your approach to meet their needs. Color Q offers a well-researched framework to define seller and buyer styles. You'll benefit through:

- More new business
- Closer client relationships
- Easier negotiations
- More targeted marketing

**COACH & MENTOR TO PEAK PERFORMANCE.** This seminar is for managers who need to coach and mentor their staff to heightened productivity. The session provides a brand new framework that defines your natural coaching style and how each of the four groups are best coached, resulting in:

- More trust and rapport leading to higher employee satisfaction
- Quality, profitability and enhanced team work
- Improved performance of problem employees
- Reinforcement for high performers
- Reduced stress related to managing others



**LEADERSHIP SKILLS FOR WOMEN.** Define, claim and develop your “signature style” while exploring common workplace experiences with your peers. You’ll benefit through:

- Clear definition of your unique strengths and potential blindspots
- New insights into male/female ways of dealing with conflict
- Improved strategies for persuading others
- Increased self confidence

**MONEY MIND.** Understanding how our personality affects the way we save, plan, invest and tolerate risk and volatility helps you or your clients craft a customized investment strategy.

**SPOUSE PROGRAMS.** Any of the above, plus Color Q Relationships and Parenting, can be adapted for spouses.

**INTRODUCTION TO AND ADVANCED APPLICATIONS OF THE MYERS-BRIGGS TYPE INDICATOR**

*FOR INFORMATION ON SEMINARS AND COACHING, contact Shoya at 212-755-2849 or [Zichy@earthlink.net](mailto:Zichy@earthlink.net)*