SEPTEMBER 18 & 19

Day one	8:30 a.m.– 4:30 p.m.
Day two	8:30 a.m.– 3:30 p.m.
Tuition	$2,825
CEU credits	1.2
CPE credits	14

No course prerequisite required.

T.S. Eliot said that between the idea and the action falls the shadow. He obviously didn't know Jerry Bell. Bell Leadership Institute has provided our company with valuable tools and actionable ideas for addressing the ever-changing personal and professional climate in which we live.

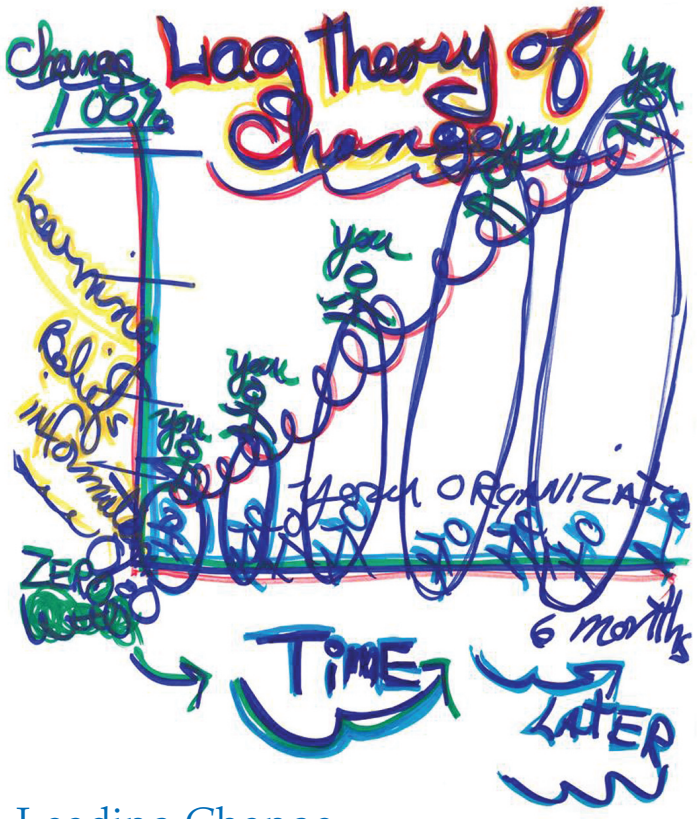
JAMES L. KITTLE, JR.
President & CEO
Kittle's Home Furnishings

It is very rare in life that you meet someone with the depth of knowledge, mastery of subject, and the passion that Dr. Bell brings to his seminars. His courses should be a part of every executive's lifelong pursuit of excellence.

SALAH KIVLIGHN
Senior Director, Marketing
Nabi Biopharmaceuticals

Dr. Bell is the most impressive person I have ever met. He has an incredible passion for helping people grow and become more effective; not just as business people, but in all aspects of their lives. And his method is very effective; he doesn't tell you what to do. Rather, he has a process of helping you prioritize and come to your own conclusions.

PHIL GRUBER
President
RPG Solutions



Leading Change

How to Change People and Organizations

A key skill of world-class leaders is the ability to change people and organizations effectively and quickly to produce great performance. Leading Change provides you with advanced techniques and strategies on how to change people effectively and how to help individuals improve their performance. You will learn proven systems that create genuine commitment to improve yourself, your people, and your organization.

Clearly, change is a key concept to master. Your business will make more money and be more effective when you lead change by using our world-class processes.

You will learn The 20 Laws of Change and how to use them in order to improve performance and implement new programs, processes, organizations, and behavior patterns in your people.

You will learn how to:

- Manage changes when you are asked to do more, faster, and better — with less.
- Master the ten key principles for implementing changes.
- Help your team change effectively and naturally while increasing their motivation and decreasing their tensions.
- Give feedback that creates a positive desire to change.
- Change the six main types of difficult people.
- Change yourself, your subordinates, and then your organization.