

Meet the Trainers...

Have you ever wondered if there is a secret to becoming an effective leader?

In the 21st century, all businesses will compete and cooperate globally. Leaders must think in global terms. The needs and opportunities posed by the global marketplace mean that corporations will be seeking people who can produce and perform in rapidly changing, highly competitive markets.

Women in leadership roles will need to be:

- creative,
- visionary,
- concerned about the environment,
- interested in empowering others,
- able to create loyal followers,
- a “good” finder, and
- a multi-task agent

Learn to poise yourself for leadership success!

USA trainers Trish Knight and Carolyn Grady will share examples and techniques to strengthen your key leadership traits and abilities.

Topics to be addressed:

Communication: Women know how to talk, but sometimes they need direction to communicate! Learn the techniques to ask the right questions, *listen* for the answers, and *speak* with confidence.

“Deep listening from the heart is one half of true communication. Speaking from the heart is the other half.” Sara Paddison, Hidden Power of the Heart

DISCover the Unique You: DISC is the universal language of observable human behavior. Learn to observe people and learn how to communicate better. DISC is a neutral language that describes the differences in how people approach problems, other people, pace and procedures. Learn the keys to successfully communicating with every behavioral style.

**Complete a pre-weekend online complimentary personal assessment to learn your unique behavioral style. Go to <http://www.ttisurvey.com> and type in code 47965YBY. Reports will be delivered on April 12-13.*

Empowering Self: Identify your skills and interests and realize your leadership potential. Create positive self-talk and reprogram old patterns of negative thinking. Learn to boost your confidence in networking, meetings, interviews, and leadership roles. Promote your talents and expertise effectively.

“We must BE the change we wish to see in the world.” Mahatma Ghandi

Motivation & Teamwork: Organizations depend on individuals who have learned how to work together. Discover your management style, do you demotivate or activate others? Practice how to de-stress yourself and others. Be a loyalty builder in your organization.

“People will forget what you say. They will forget what you do. But they will never forget how you made them feel.” Carl W. Buechner

Discover Your Key Strengths



Trish Knight is President of Knight Consulting & Training, an organizational communication company specializing in leadership and team development for business and organizations.

She holds a Master's of Education degree in Instructional Design with an emphasis in Training &

Development from the University of Iowa. She is an adjunct faculty member of Siena Heights University.

Trish is the 2008 Chair of the Marshall Area Chamber of Commerce Board of Directors and is a Chamber Ambassador (2005 Ambassador of the Year). She was the 2006 Athena Award recipient.

Trish is a member of Business & Professional Women/USA (BPW/USA), the American Society of Training and Development (ASTD), Marshall Network, Kappa Gamma Pi Catholic Graduate Honor Society, and the University of Iowa Alumni Association.

In 1995 Trish had a number one song on European radio, *There Ain't Enough Roses in Texas*. She has been performing and speaking to groups since the 1980s. Trish's background also includes work in banking, manufacturing, health care, and academia.



Carolyn Grady is a successful business leader, advocate for working women and community volunteer. Since 1998, Carolyn, and her husband Scott, have owned and managed Oshkosh Office Systems, Inc; an organization dedicated to providing quality office equipment, service and supplies to business and government clients throughout the Fox River

Valley located in north central Wisconsin. For Carolyn, this acquisition followed a 20-year award-winning career in the insurance industry.

Beyond her fervor for business, Carolyn is also passionate in her work to positively impact the lives of others through her advocacy and volunteer efforts and is often sought after by organizations and the media as a highly respected resource on topics relating to working women and business ownership. Carolyn is a member of Business and Professional Women/USA, where she rose to national leadership prominence serving as its President in 2003 – 2004. She is Vice Chair of the Board of Trustees for the Business and Professional Women's Foundation and involved in many other organizations including the Wisconsin Women's Network, the Fox River Area Girl Scouts Council, the Junior Achievement of Oshkosh, the Oshkosh Area Community Foundation Women's Fund and the Executive Women's Golf Association.

Carolyn holds a Bachelors degree in Business Administration from the University of Wisconsin.