

The Exceptional Search Consultant

Mastering Client and Peer Relationships for Business Success

Where and When Is It?

San Francisco: September 18 – 20, 2011

Program Overview

One of the keys to success in business is being effective at building and maintaining strong relationships. This program will provide you with a deep understanding of the factors that help create the credibility, respect and legitimacy that are central to all relationships. Especially in difficult times like now, strong relationships are important in driving revenue as well as a must in attracting and retaining clients and employees that are the life blood of search firms.

The program has been designed to foster a highly participative environment with exercises that reinforce all aspects of the program content.

Topics Covered

- Why emotional intelligence is the one key determinate for success in business
- Identifying the four dominant personality styles in business
- How to flex your style to develop rapport, gain credibility and ultimately move the relationship forward
- Why people display challenging behavior
- Developing a strategic approach to handle difficult behavior
- Transitioning difficult people into valuable customers/team members

Keynote Speaker

TBD

Who should attend?

Consultants and Managers who want to develop stronger and more productive relationships will benefit most from this program.

Program Benefits and Features

This highly interactive and insightful program is a must for any organization wishing to create a better working environment internally as a business and/or externally with clients. Based on the principles of emotional intelligence, each participant will gain a better understanding of their own dominant personality style, how they are perceived by others, how to read others instantly through what they say and how they act, and ultimately how to flex their style to achieve results quickly and efficiently.

And, you will walk away with valuable best practices related to Sales Effectiveness, Personal Branding and The Art of Search.

Other program features include:

- Personal interaction and networking with peers and search industry leaders
- Additional 2-day offerings available

Program Cost

- US \$3,595 for early registrations by Aug. 5, 2011
- US \$3,895 for registrations after Aug. 5, 2011

The Constituent SurveySM

An optional add-on to the program is The Constituent SurveySM. This is a proprietary tool that provides you with confidential feedback reflecting the perceptions of a broad array of people who are directly related to your success in executive search. Working with a certified professional coach, you will learn how the feedback highlights your strengths and identifies areas where you can take action to enhance your professional reputation.

When purchased separately, The Constituent Survey is US \$1,995. When bundled with this program, you pay only US \$1,495.

Program Cost with The Constituent SurveySM

- US \$5,090 for early registrations by Aug. 5, 2011
- US \$5,390 for registrations after Aug. 5, 2011

How To Register

- Email us at canaan.ridge@canaanridge.com
- Or, call us at +1 (203) 972-3334
- US \$1,000 non-refundable deposit due upon registration
- Remaining balance due by Aug. 19, 2011

