



# Maximizing Your Team for Fun & ProFIT™

**FOR EVERYONE ON YOUR TEAM! | Call 888-ABELSON or e-mail [succeed@abelson.net](mailto:succeed@abelson.net) to enroll!**

**Speech (30 to 120 minutes)** This intuitive and educational 30 minute to 2 hour program focuses on only a portion of the half-day program. Although this speech is very informative, the longer the speech the greater the benefits. Guaranteed to get everyone excited and prepared to take action regarding managing behaviors and motivating others. Let us know which half-day program topics you would like us to focus on and get ready to sit back, relax, and ProFIT.™

**Half-Day Program (3 to 4 hours)** The half-day program focuses on giving participants significant knowledge of the behavior styles and motivational styles of people they come in contact with. This program will allow participants to more productively interact with others from the perspective of a recruiter, manager, or coach (you choose the perspective you want included in the seminar).

#### Participants Leave Knowing:

- Four basic behavior style characteristics
- Strengths & weaknesses of each of the 4 basic behavior styles
- Six values/motives/work-related passions of people
- Behaviors and motives of others on their team
- Ways to interact with people of different styles
- What ProFIT means and how to benefit from it

#### Participants Gain Insight About:

- How to recruit and hire
- Managing different styles toward success
- Leading your team more effectively

**Learn how to use the assessment reports to:** decrease team shortcomings, manage different styles toward success, and lead your team more proficiently.

**Full-Day Program (7 to 8 hours)** The full day program includes and builds upon everything in the half-day program, plus a workshop where everyone on the team learns how to better communicate, motivate and manage one another. There is also an option to add a consulting period under the full-day program where the instructor **a)** shows team members first hand how they can better interact with one another, and **b)** gives the team suggestions on how to deal with specific issues identified by the team. This program gives team members a chance to work more adeptly with each other through actual experiential opportunities.

#### Participants Leave With Everything in the Half-Day Program, PLUS...

- Worksheets that identify specific ways to communicate with, motivate, and manage everyone in the team
- Techniques to more effectively work together as a team
- Suggestions on how to minimize team weaknesses
- A process to use seminar workshop worksheets and insights learned for months/years AFTER the seminar
- An opportunity to participate in an internet-based solution to improving team competence and profitability
- Valuable tips on how to decrease team member turnover/ increase team member productivity
- Confidence necessary to implement program learnings

#### Who Should Attend the Speech, Half or Full-Day Program?

Everyone on the team, and for multiple team programs, everyone from each team involved in the program should attend.



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## Your Instructor: Dr. Michael Abelson

### Formal Education

- B.A. (psychology), M.A. (clinical psychology), M.B.A. Ph.D. (business administration)
- CPBA (Certified Professional Behavioral Analyst)  
CPVA (Certified Professional Values Analyst),  
CAIA (Certified Attributes Index Analyst)

### Experience

- Texas A&M University Faculty since 1981, teaching at the undergraduate (over 30,000 students taught), M.B.A., Ph.D., and executive levels
- Delivery of over 800 executive education, national/regional meeting seminars
- Consulting with over 100 companies regarding recruiting, retention, and turnover systems, management practices, strategic management and change, leadership dilemmas and solutions
- International experience includes clients on four continents

### Awards and Other (brief overview)

- Numerous College and University level teaching awards
- Noted in special issue of Business Week magazine among master educators nationally
- Media includes 40 television programs on top performing sales staff and leadership practices
- Quoted in over 100 newspapers, magazines and newsletters nationally such as *Fortune*, the *Washington Post*, *USA Today*, the *Chicago Tribune*, the *Miami Herald*, the *Dallas Morning News*, the *Houston Chronicle*, and the *Philadelphia Inquirer*
- Over 60 articles and one book published
- Member of numerous Boards of Directors

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