

RETREATS & SIGNATURE WORKSHOPS

We put the “treats” in retreats.

At Gallagher Consulting, we offer a variety of workshops, keynotes, offsite meetings, and strategic planning retreats for corporations, associations, and nonprofit organizations to help advance your goals, while keeping your group engaged.

All sessions are interactive, designed to increase performance, and help participants achieve real results. Our workshops employ a variety of tactics to match diverse learning styles. Illustrative tools include as assessments, role-plays, real-world examples, live demonstrations and group exercises. We can work with you to customize a keynote, seminar or retreat that is just right for your group.

We also offer many signature workshops. The following pages contain descriptions of some of our most popular seminars.

Please contact us to let us know how we can help your organization advance its mission and inspire the bottom line.

We can't wait to hear from you.



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The “It” Factor: Gaining the Competitive Edge by Boosting Your Executive Presence

Have you ever known a leader or top executive who has got “it?” Well “it” is executive presence, and having “it” is the difference between moving up the ladder to leadership and being stuck on the middle rung. So have you got “it?” Come find out in this session for leaders and professionals at any stage of their careers.

During this workshop, you will learn:

- The definition and value of executive presence;
- How top leaders gain the competitive edge;
- The five essentials of developing your executive presence; and
- How to use your executive presence to advance your career.

Personal Branding for “Smarties”

No room for dummies in this highly-interactive session that focuses on your favorite subject – YOU! In this workshop, you will discover how a dynamic personal brand can propel you and your professional efforts to the next level. Annie Gallagher, president of Gallagher Consulting, will lead you through an overview of how to create your personal brand. You will also learn:

- The five vital characteristics of a strong brand;
- How to apply branding concepts of prosperous companies like Starbucks and Coca-Cola™ to raise your personal stock;
- The ins and outs of achieving your personal and organizational goals by leveraging your brand.

Session prerequisite: Bring your personality.

Governance Training for Nonprofit Boards of Directors

Serving on the board of directors of a nonprofit organization in today’s every-changing marketplace has become increasingly complex. Effective governance skills are absolutely essential, and board members must be thoughtful and engaged big picture leaders, not passive stewards of the status quo. In this seminar, Gallagher Consulting will review the essentials of governance that every nonprofit leader needs to know. Participants will also gain insight for about how to maximize the opportunities of serving in a volunteer-leadership role.

Attendees will learn:

- Understanding nonprofit organizations;
- Roles and responsibilities of a board member;
- Fiduciary and legal responsibilities of governing board members;
- Ethics and conflicts of interest;
- Serving as an ambassador for the association;
- The board/staff relationship;
- Conducting engaging & effective board meetings; and
- How to best maximize your board service opportunity.

Driving Results Up without Driving Morale Down

In this workshop, participants will learn the leadership characteristics and advanced management skills necessary to get results while fostering team work. In today's fast-paced world, it is more critical than ever to create the kind of enthusiasm that makes productivity skyrocket. Leaders will learn how to provide a motivating environment which encourages collaboration and accountability while keeping staff members engaged. The group will receive practical guidelines for managing and motivating teams to drive performance. A word of caution: There will be no room for "slackers" in this program. This is a highly-interactive workshop that will challenge attendees through self-assessment, case studies and discussion.

Key Topics:

- Goals setting, tracking and accountability;
- Providing constructive feedback;
- Dealing with conflict;
- Self-motivation and professionalism;
- Leveraging talent: planning, prioritizing, delegating, challenging, rewarding;
- The importance of effective meetings;
- Creating positive work atmosphere/team building; and
- Why fun is a serious matter.

Position Yourself for Career Success

Executive branding for professionals on the move

What does the leader in the corner office know that you don't? Learning to master the art of executive branding can be the difference between moving up the ladder and being stuck on the middle rung. Gallagher Consulting Group will build on your personal brand to help you develop your own "Positioning Plan." This plan is a customized action blueprint to help an individual set and achieve career aspirations.

You will learn;

- The ins and outs of setting your career path;
- How to avoid the three common barriers to career advancement;
- How to project your unique voice so it gets heard by those who matter most;
- The keys to building your powerful list of Centers of Influence (COIs);
- How to best leverage your community and professional activities; and
- Five practical tips you can use right away to position yourself for career success.

You can't get the corner office by sitting on the sidelines....so come join us.

From Evolution to Revolution: The Ins and Outs of Leading Change

The only constant in the world is change. Organizational leaders must forge ahead into uncharted territory, while creating a safe path for their teams to follow. In this session, participants will learn the four key principles necessary to lead effective organizational change. Attendees will also learn how their personal beliefs about change can impact outcomes and team culture. The group will

participate in an interactive exercise using one's personal experience with past, current, and potential future change.

Key Topics:

- Understanding attitudes toward change;
- Shared vision;
- Mitigating the risk for your team;
- Why change efforts fail; and
- Tips for being an effective change agent for your organization.

Nice is Not a Vice: How Kindness Breeds Success

Nice guys do not always finish last. Come find out how leaders use the Golden Rule to achieve golden results...and how you can do the same. In this interactive session, Gallagher Consulting, will give you the inside scoop on how being "nice" can help you attain your goals. In this session, you will learn:

- Why nice matters in every industry, every day;
- The definition and value of the likeability factor;
- How CEOs and other leaders use principals of kindness to increase the power of your influence and effectiveness;
- The fundamental elements of what constitutes being nice;
- How you can use these elements to increase your power of influence and effectiveness;
- How you rank on the nice scale; and
- Why nice is the only four letter word not used enough in the workplace.

Emotional Intelligence = EQ Workshop

No matter what the business climate, relationships will always be the most valuable business currency. Are you "smart" when it comes to relationships with your customers, coworkers, supervisors and other stakeholders? In this workshop, participants will learn the importance of emotional intelligence, or as is often referred to, Emotional Quotient or "EQ." While competence is certainly important, people skills are what make effective leaders in today's diverse workplace. During the session, professionals will recognize how emotions affect work behavior and performance. Attendees will also discover how to develop and use their emotional intelligence for success in the workplace. This session includes interactive exercises and a quiz to measure your EQ. Attendees will leave with the tools and knowledge about how to boost their EQ to help reach business and personal goals.

Intuition: The Key to Smart Decision Making

Have you ever been closing what seems to be a perfect deal on paper, but your gut tells you not to sign on the dotted line? Or have you been interviewing a candidate who has an outstanding resume and presentation, but you just know you cannot hire him? That is your intuition in action.

Great leaders know that ninety percent of the critical decisions we make are based on intuition. We all have intuition, but few know how to harness its power for success. During this session, Gallagher Consulting, will teach you the essential “I’s” of intuitive decision making including:

- Where we get our instincts;
- The role of intellect in intuitive decision making;
- The impact of using or ignoring your intuition when making choices;
- How to use your hunches to spark initiative; and
- How to credibly communicate your intuitive findings to inspire action in others.

Best Practices for the Modern Leader

We have all heard the saying that “leadership starts at the top.” But what does this mean for you? In this workshop, participants will learn the personal leadership characteristics and advanced management skills necessary to get results in today’s rapidly changing world. Through self-assessment and discussion, attendees will discover their leadership styles and how to leverage them to bring out the best in their teams. Participants will also learn the four best practices of leadership which can transform a team from average to excellent. The group will leave the session armed with a list of 10 practical tips they can immediately apply to enhance their leadership roles.

Key Topics:

- Shared vision;
- The role of strategy in leadership;
- Empowering others;
- Self-leadership and modeling the way; and
- Emotional intelligence.

DISC Assessment & Workshop

The DISC profile system has been used for more than twenty years to help unlock the door to productive communication and working relationships. The DISC assessment will provide neutral, third-party information about behavioral styles. It also identifies skills and weaknesses in areas such as communication, management, motivation and leadership styles. Gallagher Consulting will administer individual DISC assessments before the actual workshop. Participants will receive a personalized, 30+ page report including details about their communications styles on the day of the seminar. During the session, Gallagher Consulting will teach attendees how to use the data to make career-enhancing improvements in their management, teamwork, leadership and communications skills and abilities.

The Trend Alert: Is Your Organization Being Left Behind?

The world is changing at a phenomenal rate, leaving many organizations in the dust. This makes staying relevant to clients and stakeholders a continual struggle. In this dynamic and interactive session, Gallagher Consulting will teach you how to provide real value to your customers by transforming your mindset from being a “trend watcher” to becoming a “trend setter.” You will learn about the seven most significant population, geographic, and economic trends in the market

which will determine the future viability of organizations. You will also learn how to spot trends among your key markets. Most importantly, attendees will receive tips and tactics about how to use trend information to position your group for success.

Introduction to Public Speaking

This half day seminar is designed for professionals who want to learn the basics of communication and public speaking skills. The seminar includes several interactive exercises for participants, so they can apply new talents immediately. Seminar group size is limited to 15.

The seminar will focus on the fundamentals of public speaking such as:

- General introduction to public speaking;
- Overcoming speaking anxiety;
- Identifying and relating with audiences;
- Developing themes and messages;
- The importance of body language and voice projection;
- Personal appearance and style; and
- Handling Q & A.

Custom Workshops

Gallagher Consulting also customizes workshops for its clients. Additional illustrative seminar topics include:

- Board development and facilitation
- Communication skills
- Community involvement
- Coaching for managers
- Conducting ballot issue campaigns
- Goal setting and attainment
- How to think strategically
- Leadership styles and effectiveness
- Professional image
- Promotion (business and self)
- Beginning and advanced public speaking
- Team building
- Strategic thinking
- Time management & organization