



The Manufacturers Association

Individual Membership Core Training 2018

JANUARY

Everyone Communicates, Few Connect

Learn how to identify with people, and relate to others in a way that increases your influence with them. To be a successful leader, you need to learn to communicate in a way that connects with others.

Truths about connecting:

- Connecting increases your influence in every situation
- Connecting is all about others
- Connecting goes beyond words
- Connecting always requires energy
- Connecting is more skill than natural talent
- Connectors find common ground
- Connectors do the work of keeping it simple
- Connectors create an experience everyone enjoys
- Connectors inspire people
- Connectors live what they communicate

January 11
8:30 – 10:30 AM

Join Dave Freund MACNY's Chief Leadership Officer and John Maxwell Team certified coach for this exciting two-hour session. We will cover Connecting Principles and Practices that will help you move from simply communicating to connecting.

Becoming A Person of Influence

Whatever your vocation or aspiration, you can increase your impact on others by Becoming a Person of Influence. This two-hour program will give you simple, insightful ways to interact more positively with others.

Truths about people who Influence:

- A person of Influence – Has integrity with people
- A person of Influence – Nurtures people
- A person of Influence – Has faith in people
- A person of Influence – Listens to people
- A person of Influence – Understands people
- A person of Influence – Enlarges people
- A person of Influence – Navigates for other people
- A person of Influence – Connects with people
- A person of Influence – Empowers people
- A person of Influence – Develops other influencers

January 17
8:30 – 10:30 AM

Join Dave Freund MACNY's Chief Leadership Officer and John Maxwell Team certified coach for this exciting two-hour session. We will cover skills and tactics you can learn to truly become a person of influence.

February 8

8:30 – 10:30 AM

Making Today Matter

Have you ever had a day when you went home exhausted but didn't really know what you accomplished? Are you rushing from one task to the next stuck in the tyranny of the urgent? Are there meaningful things that wish you could get to but you can't find the time? Are you worried that you can't take the time off that you have earned and need?

If the answer to any of these questions is yes, plan on attending Making Today Matter. This new offering from MACNY will give you the insights and tools needed to make the most out of your life as you take control of your daily agenda.

Each attendee will leave the session with tools in hand to begin making the needed changes from that very day.

Coaching and Mentoring for Success

Life is a Journey. Will Your Journey Matter?

Great performers aren't born, they are developed. Sure, some may have greater natural abilities than others but without coaching they never fully develop and waste their natural abilities.

How many great teaching moments are lost when people pass away. Years of experience and insight lost and gone forever because they were never shared. Join us for this two-hour session as we explore the transformation that can be gained through Coaching and Mentoring. Key points that we will discuss are:

- The Law of Connection
- The Law of Modeling
- Coaching
 - Thinking like a coach
 - Acting like a coach
 - Basic coaching model
- Mentoring
 - Thinking like a mentor
 - Acting Like a mentor
 - Reverse mentoring
 - Tips for mentoring

February 15

8:30 – 10:30 AM

It's time to start using the power of coaching and mentoring to add greater value and meaning to your life, the lives of others, and your organization.

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March 6
8:30 – 10:30 AM

Join Dave Freund MACNY's Chief Leadership Officer and John Maxwell Team certified coach for this exciting two-hour session. We will cover Connecting Principles and Practices that will help you move from simply communicating to connecting.

No Limits

How to Increase Your Capacity for Leadership, Productivity and Success in Business and Life

Charles Schultz said, "Life is like a ten-speed bike. Most of us have gears we never use."

Are you living in a limiting environment? Do you have gears that you are not even using as you peddle through life?

Applying just a few of the principles in this session will change your life. We will discuss ways to increase your capacity in the following areas:

- Energy Capacity
- Emotional Capacity
- Thinking Capacity
- Creative Capacity
- Production Capacity
- Abundance Capacity
- Discipline Capacity
- Attitude Capacity
- Growth Capacity

March 22
8:30 – 10:30 AM

How will you break free from your self-limiting beliefs?

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April 10
8:30 – 10:30 AM

- The Law of Connection
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April 12
8:30 – 10:30 AM

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June 8

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June 14

8:30 – 10:30 AM

- Energy Capacity
- Emotional Capacity
- Thinking Capacity
- Creative Capacity
- Production Capacity
- Abundance Capacity
- Discipline Capacity
- Attitude Capacity
- Growth Capacity

How will you break free from your self-limiting beliefs?

**** Scheduled times and topics are subject to change. For a complete and up-to-date listing of events and topics, please visit our online event calendar at www.macny.org/events, or contact Julianne Pease at jpease@macny.org.**