





CONFERENCE AGENDA



If you are interested in other programs which are not listed or becoming certified at a different time, please contact Sandra Herriot at sandra@personaglobal.com for other arrangement.





Wednesday, January 25th, 2017

FACILITATOR

TIME

PRE-CONFERENCE WORKSHOP





9:00am - 5:00pm



Storytelling for Sales (STS) Workshop

Thursday, January 26th, 2017

FACILITATOR

TIME

PRE-CONFERENCE CERTIFICATION





9:00am - 6:00pm



Storytelling for Sales (STS) Certification

Friday, January 27th, 2017

FACILITATOR

TIME

PRE-CONFERENCE WORKSHOP





Robilliard

9:00am - 5:00pm



Color Accounting® Workshop

6:30pm - 9:30pm

Welcome Reception Hosted by Persona GLOBAL® **Persona** Global Headquarters





Two coffee breaks and lunch hosted by Persona GLOBAL each day







Conference Days

Saturday, January 28th, 2017

PRESENTER

TIME

SPEAKER PRESENTATIONS





Sandra Herriot

9:00am - 9:30am



PG Opening Remarks





Roger Addison Ph.D.

9:30am - 11:00am



Keynote Presentation

Roger is a past president of the International Society For Performance Improvement (ISPI) and past Chair of the Board for the International Federation of Training and Development Organisations (IFTDO).

11:00am - 11:15am



Coffee Break





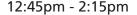
Mark Schenk

11:15am - 12:45pm



Storytelling for Sales (STS) Presentation

We've cracked the code of storytelling in sales situations. Storytelling for Sales™ helps close the gap between the average and the star sales performers by imparting fundamental skills needed to operate effectively within any sales process.





Lunch: Hosted by Persona GLOBAL®





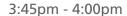
Robert Reinfuss

2:15pm - 3:45pm



ValueView™ Presentation

A method that uses a survey to continuously measure the value of tasks and processes within an organization, supported by a dedicated IT system.





Coffee Break



Dr. János Serényi

4:00pm - 5:30pm



FreeRunner

An unparalleled, entertaining experience for the participants of the training and coaching practitioners. Thanks to the interactive simulation and its stress level measuring tool, you can learn to deal - without business risk - with situations that cause discomfort on a conscious level and make your reactions adequate, thus getting rid of the tension accompanying verbality.



Dinner: Hosted by Persona GLOBAL®



Conference Days

Sunday, January 29th, 2017

PRESENTER

TIME

SPEAKER PRESENTATIONS





Kirkpatrick

9:00am - 9:45am



Keynote Presentation





9:45am - 11:15am



Color Accounting® Presentation

A revolutionary way of teaching accounting as a foundation for financial literacy and business acumen. It uses a patented diagram and hands-on props to show graphically and interactively how business works, in just a few hours.

11:15am - 11:30am

11:30am - 1:00pm



Coffee Break





direct→leadership™

Direct Leadership™ (DL) Presentation

A workshop and a material that teaches the DELIVERABLES of direct and everyday leadership. Direct Leadership™ defined as the multi-facetted value proposition that leaders must "produce" on a day-to-day in his/her interaction with direct reports. Book author of Direct Leadership.

1:00pm - 2:15pm



Lunch: Hosted by Persona GLOBAL®

Emotional Capability Presentation





Cheryl Wright

2:15pm - 3:45pm



Emotional Capability is the Key Differentiator between Average Performance and Superior Performance. Many people rely on their experience, skills and technical knowledge to reach an expected level of performance. However, the key to achieving current and future success above expectation lies in enhancing a person's emotional capability.

3:45pm - 4:00pm



Coffee Break





4:00pm - 5:30pm



Connecting The Dots Including Case Study Bringing understanding to the portfolio of programs that is offered in the Persona GLOBAL network. Ever wonder how to use the surveys with a workshop? How do you bundle programs effectively? Which programs can you bundle? How to bring relevance, value and profit to your business by linking methodologies. Together, let's discuss what is possible.

Jon Gornstein



Monday, January 30th, 2017

FACILITATOR

TIME

SIMULTANEOUS POST-CONFERENCE CERTIFICATION





9:00am - 6:00pm



Color Accounting® Certification







9:00am - 6:00pm direct leadership Direct Leadership (DL) Certification





9:00am - 6:00pm



Emotional Capability Certification



Tuesday, January 31st, 2017

FACILITATOR

TIME

SIMULTANEOUS POST-CONFERENCE CERTIFICATION





9:00am - 6:00pm



Organizational Alignment Survey (OAS) Certification





9:00am - 6:00pm



FreeRunner Certification







9:00am - 6:00pm VALUEVIEW ValueView™ Certification







Two coffee breaks and lunch hosted by Persona GLOBAL each day



Tuesday, January 31st, 2017

FACILITATOR

TIME

POST-CONFERENCE CERTIFICATION







Management Puzzle (MP) Certification

Wednesday & Thursday, February 1st-2nd, 2017

FACILITATOR

TIME

POST-CONFERENCE WORKSHOP







The Persuasive Communicator™ (PC)

Workshop

Jon Gornstein

Friday & Saturday, February 3rd-4th, 2017

FACILITATOR

TIME

POST-CONFERENCE CERTIFICATION





Jon Gornstein



The Persuasive Communicator™ (PC) Certification





Two coffee breaks and lunch hosted by Persona GLOBAL each day