

PERFORMANCE BREAKTHROUGH

HOW TO LISTEN LIKE A LEADER

A workshop for leaders who want to have greater impact

with **Cathy Salit**, author of *Performance Breakthrough: A Radical Approach to Success at Work*

Thursday, June 15, 2017
10:00 am – 4:00 pm
Lunch provided

Location:
SYPartners,
395 Hudson St., 8th Floor,
New York, NY 10014

Fee: \$500
\$400 if registered by May 15

**CLICK TO
REGISTER**

*"I know from my own
experience having IPOAL
CEO Cathy Salit as a
teacher that her lessons
can be life-changing..."*

— **Daniel H. Pink**, author of
To Sell is Human and Drive

Listening is a fundamental leadership skill, and everything we do — building better client relationships, innovating products, coaching and motivating top talent or handling high stakes negotiations — depends on it. And while we know we need to be better listeners, the question is: how?

In this one day workshop Cathy and our team of coaches will show you how to listen like a leader, and approach listening as an art. They'll lead you through a series of experiences that will help you to:

- **Expand what you actually hear.** Drawing from the world of improvisation, you'll hear all of the "offers" that are being expressed and learn how to actively and creatively build with them.
- **Work through the noise (yours and others').** Learn new performances of listening that help you find your way through the maze of opinions, positions, emotions, and objections that can impede progress and damage relationships.
- **Navigate differing agendas.** Discover how to creatively build, navigate and innovate with the differences that we have with others.
- **Build closer connections through curiosity.** We all had it as kids, but many of us, feel like we've "been there, seen and done that." But you can activate your curiosity again, to build more interesting, productive and connected relationships.

Whether you're an "old friend" of Performance of a Lifetime, or not yet familiar with our work, join us for a day that will change the way you listen — and lead.

About Performance of a Lifetime

Performance of a Lifetime (POAL) uses the art and science of performance to help leaders close the gap between the status quo and their desired future. Our global team of coaches leverage our proprietary method, The Becoming Principle®, to engage leaders and entire organizations in discovering, creating and acting on new and uncharted possibilities. When you practice performing the way actors and improvisers do, you experience both who you are and who you are not yet — that is, who you are becoming — at the same time. By accessing this capacity to perform, improvise and play — rather than play it safe — our clients simultaneously grow socially, cognitively and emotionally.

Our services include organizational change solutions, custom leadership development programs, and professional development workshops. Our work has been featured in best-selling author Daniel Pink's *To Sell Is Human*, and on the pages of the *Wall Street Journal*, *BusinessWeek*, *Wired*, and *Fast Company*. POAL CEO Cathy Salit's book — *Performance Breakthrough: A Radical Approach to Success at Work* was published by Hachette Books in April 2016. Learn more at www.performanceofalifetime.com.