

# 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 26

**CLICK TO  
REGISTER**

*"I know from my own  
experience having  
[Performance of a Lifetime  
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 uses the art and science of performance "off the stage" to help leaders close the gap between the status quo and their desired future. Our global team of coaches leverage 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 are able to be both who you are and who you are not yet — that is, who you and your team or organization want to become. Our services include professional development workshops and custom leadership development programs. Performance of a Lifetime's work has been featured in the *Harvard Business Review*, *the Wall Street Journal*, *Fast Company*, *Forbes*, and *Wired*. Learn more at [www.performanceofalifetime.com](http://www.performanceofalifetime.com).