



2017 AML 83rd Convention

“Discovering Your Leadership Strengths”

**Speaker: Jim Mathis, Best-selling Author,
J&L Mathis Group, Inc.**

**Wednesday, June 14th
2:30 P.M. to 5:15 P.M.**

(3 hour Continuing Education Certification Class)

Reinventing Your Management Style!

Jim Mathis, IPCS, CSP
The Reinvention PRO™



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Welcome!
About Jim:

Jim Mathis, IPCS, CSP, M.Div. is the Reinvention PRO™. He has been speaking, leading conferences and consulting for over 41 years. A bestselling author, International Platform Certified Speaker (IPCS) and Certified Speaking Professional (CSP) who has re-invented his own business successfully numerous times, Jim shares his expertise in an interactive engaging style.

He challenges leaders to re-evaluate, re-purpose and reinvent their ideas and beliefs. Jim helps executives, entrepreneurs, leaders, managers and other professional service providers improve their presentation skills, professionalism and grow their businesses through leadership, sales, marketing and customer service coaching.

A small sample of his clients include BlueCross/BlueShield, United States Department of Justice, American Red Cross, US Foodservice, Richfield Hospitality, Colonial Insurance, Diversicare Health Care Corporation, Genesis Health Care Corporation, Celero Solutions, Inc, Canadian Construction, NuVox Communications, SCANA Corporation, Owens-Corning, Reed Business Publications and more.

Mathis is president of J&L Mathis Group based in Orlando, Florida and the author of the books: *Reinvention Made Easy* and *Reinvention 101*.

*Jim will be glad to autograph your copy following the presentation today. ********Please autograph his copy!***

Feel free to sign up for our monthly professional development newsletter and join **The Reinvention Nation™!**

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EXCELLENCE

*excel = Beyond Average
That is: "Good to Great"*

- **E_____ - Getting the job done right.**
- **E_____ - Getting the right job done.**
- **E_____ - Getting the right job done right.**

RAISING LEADERS

Successful Leaders...

1. Live their lives on a _____.
2. Give their people _____ to go to a higher level.

DRIVE your people:

- Demand it
- Reinforce it
- Implement it
- Verbalize it
- Expect it

3. Expose their people to higher level _____ experiences.

Here are four important tools:

- Books (books have a way of staying longer)
- CD's
- Conferences/Seminars
- Successful People

4. Take their people where they can't _____.

5. Show their people things they can't _____.

6. Give their people things they can't _____.

Cultivate an attitude of generosity

7. Help their people shed _____.

“You have to give up to go up.”

Baggage to say “Farewell” to:

- Yesterday's failures
- Today's successes
- Tomorrow's fears

8. Possess a _____ to lift people.

9. Keep _____ with their people.

- Emotionally
- Relationally
- Spiritually

NOTES on Working Together Better:

***“Treat a man as he appears to be and you make him worse.
But treat a man as if he already were what he potentially could
be, and you make him what he should be.”
-Johann Wolfgang von Goethe***

The Formula for Making Everyone a 10!

- To work with teams you need to understand _____.
- To understand individuals, you need to know their _____
and _____ styles.
- To bring about change you need to master _____.

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Reinventing Your Style

EVERYONE'S A 10!

Powerbroker/Choleric — Dominant
(Worker)

Basic desire: _____

Emotional needs: _____

Cause of depression: _____

Coaching: _____

Under pressure: _____

Working with them: _____

Characters: _____

Notes:

Populist/Sanguine - Influencing
(Talker)

Basic desire: _____

Emotional needs: _____

Cause of depression: _____

Coaching: _____

Under pressure: _____

Working with them: _____

Characters: _____

Notes:

Peacemaker/Phlegmatic — Steady
(Listener)

Basic desire: _____

Emotional needs: _____

Cause of depression: _____

Coaching: _____

Under pressure: _____

Working with them: _____

Characters: _____

Notes:

Perfectionist/Melancholic - Conscientious

(Thinker)

Basic desire: _____

Emotional needs: _____

Cause of depression: _____

Coaching: _____

Under pressure: _____

Working with them: _____

Characters: _____

Notes:



What you think matters!

Would you share your opinions about today's presentation? Thank you! -Jim
May we please have/use a quote from you about Jim's program? Print here:

What ideas will you put into use in your life or workplace?

In what other areas do you feel further training is necessary for your organization to be the best it can be?

***What product/technology/event could render what you do obsolete?

Name _____

Company/Org. _____

Address _____

City _____ ST _____ Zip _____

Phone # _____ - _____ - _____ Email _____

(please print... if you wish to receive Jim's FREE monthly e-zine newsletter)

- I would like more information on:
 - Jim's Presentations or Seminars
 - Having Jim speak to my group, company or organization
 - Books, CDs, resources from Reinvention Nation™

Our major source of business is through referrals. Do you know of a company, business organization, or association that could benefit from more productivity? Or from a speech or seminar on reinvention, team-building or leadership?

*Thank you! (if you don't have all the info, write what you have
& we'll call you for the rest later)*

Referral Name _____ Title _____

Company _____

Address _____

City _____ ST _____ Zip _____

Phone _____ - _____ - _____ Email _____