

# LEADERSHIP TIPS AND TOOLS

Gaining that Leadership Mindset

**October 23, 2018 | 9:00 a.m.—3:00 p.m.**

BATC-Housing First Classroom | 2960 Centre Pointe Drive | Roseville, MN 55113



Brought to you by MNLA and BATC-Housing First Minnesota

This six-hour interactive workshop will introduce participants to the tips and tools needed to develop leaders within an organization and our industry.

Terri Wilcox and The Resultants for Business will facilitate the workshop and begin by asking the question: “What is leadership?” leading to facilitated discussions around:

- *10 key Leadership Roles*
- *Leading with Soft Skills*
- *1 Important Focus to Succeed at Leadership*
- *Insights from the Leadership Institute*
- *Developing and Sustaining Leaders*

A panel of Leadership Institute graduates (from both MNLA and BATC-Housing First) will share their leadership development stories, and discuss how they are using the tools they now have in their leadership toolbox.

Participants will have the opportunity to assess themselves via the DISC Assessment and Exploration. The DISC assessment tool is based on research by Dr. William Moulton Marston at Harvard University. The theory is that discovering your personality style will enable you to enhance communication, improve work productivity, build productive teams, and motivate yourself and others. Participants will leave the workshop with a personal development plan.

## Workshop Facilitators:



### Terri Wilcox

Terri Wilcox is co-founder of Resultants For Business (a leading Twin Cities advisory firm). The Resultants work with owners and their management teams to build, thrive, and sustain great companies.

As an organizational strategist and certified Senior Professional in Human Resources (SPHR), Terri focuses on the people side of business, building teams that develop the aptitude and resiliency needed to meet the challenges small businesses face today. The result is the development of strong leaders that can optimally execute the strategies to move their companies forward.



### Jerry Olson

Jerry Olson, Business Advisor, works side-by-side with business owners and their management teams, providing clarity of thought and the courage to act in the best interest of the organization. As a seasoned facilitator and having been part of a family business, he is all about building value and improving ROI for the teams and leaders he is privileged to serve.

*Morning coffee, lunch and free parking are included.*

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## Registration Information

### Early Registration (on or before October 9)

MNLA and BATC Member: \$199  
Non-Member: \$229

### Regular Registration (after October 9)

MNLA and BATC Member: \$229  
Non-Member: \$259

## Three Ways to Pay

- Online registration (preferred) available at [www.mnla.biz](http://www.mnla.biz).
- Make checks payable and mail with registration to:  
MNLA  
1813 Lexington Ave N  
Roseville, MN 55113
- Fax registration to MNLA at: 651-633-4986.

## Registration Refund Policy

We will gladly make a full refund of your registration fee if cancellation notice is received more than two business days prior to the event. If cancellation is received in the two business days prior to the event, a 50 percent refund will be given. No refunds will be given for no-shows or cancellations made the day of the event. Cancellations may be made in writing, by fax, or by telephone call received at the MNLA office during normal business hours.

## Dietary Requests

Every effort will be made to accommodate vegetarian and gluten-free requests. Verbal requests must be made to the MNLA Office at least 2 weeks prior to the event date.

## Photo/Video Consent

Registration and attendance at, or participation in, meetings and other activities constitutes an agreement by the registrant to MNLA's/BATC-MN's use and distribution (both now and in the future) of the registrant or attendee's image or voice in photographs, videotapes, electronic reproductions, and audiotapes of such events/activities.

## Registration Form

Please note that payment **MUST** accompany this form or it will not be processed. MNLA does not invoice for registration.

Firm Name: \_\_\_\_\_

Main Contact: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

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Non-Member: No. of Persons \_\_\_\_\_ @ \$259 = \_\_\_\_\_

### Names of People Attending

Name: \_\_\_\_\_

Email: \_\_\_\_\_

Name: \_\_\_\_\_

Email: \_\_\_\_\_

Name: \_\_\_\_\_

\_\_\_\_ Check enclosed Total Amount \$ \_\_\_\_\_

\_\_\_\_ Visa \_\_\_\_ MasterCard \_\_\_\_ Discover

Card Number:

\_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

Exp. Date: \_\_\_\_\_ / \_\_\_\_\_ cvv \_\_\_\_\_

Name on Card \_\_\_\_\_

- Check here if the address listed above is the same as the billing address for this credit card. If not, you will need to provide the billing address for the credit card below.

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_