

"Michael's presentation skill is supreme; he was dynamic and highly entertaining. He is a gifted teacher with a unique ability to present complex ideas in conceivable words"
Fuji Xerox, Senior GM/Director, Singapore

Special Offer
on Group Nominations

Building Passionate and Profitable Teams

A one-day motivational seminar by:
Michael A. Podolinsky, U.S.A.

Certified Speaking Professional (CSP)
Motivational Speaker of the Year
Consummate Speaker of the Year
Winner of Ronald Reagan Gold Medal 2004
Pearson Prentice Hall author of 12 Books

12th August 2008
Sheraton Hotel & Towers, Karachi

Timing:
9:00 am to 5:00 pm

Early registrants
will receive a
free copy of
Michael's
E-Book



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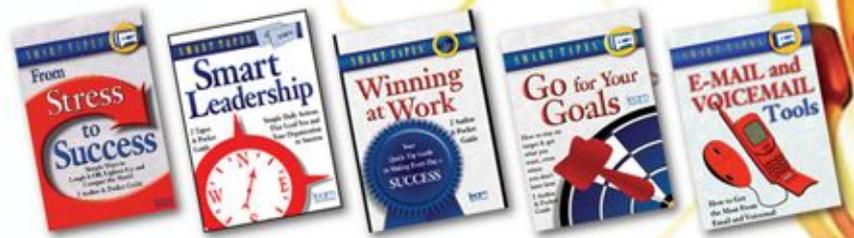
Register Online www.octara.com

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Fax: 021-4520708, 021-4546639, E-mail: register@octara.com



Michael A. Podolinsky

Developing Passionate Leaders and Teams!



The biggest need for your leaders and teams NOW is different for every leader; for every team. Michael Podolinsky with **27 years of experience** in developing passionate leaders and their teams (**21 years in Asia Pacific**) knows how to get leaders and team passionate about their work and their lives and equip them with the skills necessary for them to excel.

Michael is Asia's **AUTHORITY** on taking leaders and teams to the next level. This Pearson Prentice Hall author has written **12 books** including: Smart Leadership, Winning At Work, E-mail and Voicemail Tools, Go for Your Goals, Conversations on Success, Marketing Masters and A Month of Motivation.

Michael has been a **columnist** and **radio show** host and has authored over 500 articles, radio shows and newspaper columns.

Michael has helped build teams for:

IBM (in 3 continents), **Nokia**, **3M** (in 2 continents), **AIA** (36 times up to 4,500 agents), **Prudential** (40 times across Singapore, Malaysia, Hong Kong, Indonesia, USA), **Citigroup Private Bankers** (USD \$10,000,000 depositors), **Siemens**, **Shell**, **BP**, **HP**, **Caterpillar Asia**, **Singapore Airlines**, **Tyco**, **National Semiconductor**, **Philips Electronics**, **JVC**, **Toshiba**, **CISCO Systems**, **Schering Plough**, **GSK**, **Hyatt / Westin / Sheraton / Holiday Inn**, **American Society of Training and Development** (national conference), **IT & CMA** (international conference), **Hospital Management Asia**, **NUS** (MBA students).

Michael A. Podolinsky is a **27-year business owner** and an expert in team building, leadership, motivation and human psychology. Over **11 million people worldwide** have benefited from his expertise in **6 continents** and **29 countries**.

Michael was a **Ronald Reagan Gold Medal winner** for business leadership and a **Businessman of the Year**. Since June of 1987, he has worked across AsiaPac, from NZ to Mongolia, Philippines to Australia, Sri Lanka to China and Indonesia to Pakistan.

Michael Podolinsky is one of only 2 **CSPs (Certified Speaking Professional)** living and working in Asia, the Middle East and Africa out of over 600 worldwide. His CSP is recognized by the **IFFPS (International Federation For Professional Speakers)**, an almost 6000 member strong body of top professional speakers in the world.

With **50%** of his business with repeat clients and **90%** repeat or referral, you know he is effective and his information really works. Having addressed **3,600 AUDIENCES** of upto **4500 people**, this program is guaranteed to not only be one of the most beneficial, but one of the most entertaining that you will ever attend!

What International Clients Say

"It was a roller coaster ride and the standing ovation at the end of the seminar sums it all up! Great Job"
AAR International

"Entertaining and inspirational, you really DID double our productivity and triple our effectiveness!"
IBM

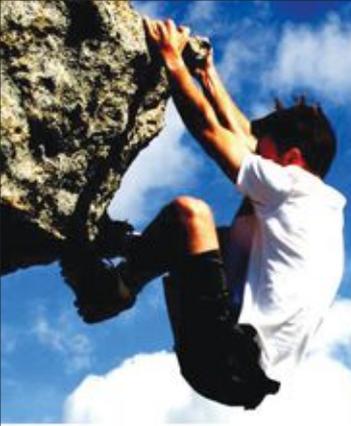
"You customized your talk to the issues we encounter"
IRS

"The most dynamic, impressive, knowledgeable, remarkable, magnificent trainer... YOU!"
Thai Airways

"Our employees rated you a 10"
Southern California Gas

"The way you emphasized the meaning & criticality of being hungry, purposeful, committed and focused was so powerful and lively that it will be the driving force to achieve my future goal."
Honeywell Life Safety Group

His trademark 'The Mike Factor' animated style and group involvement techniques keep people engaged and having fun



Building Passionate and Profitable Teams

12th August 2008, Sheraton Hotel & Towers, Karachi

Course Overview:

Building teams that are profitable starts from the core of the people and works out to the processes and procedures you develop. We've built highly successful teams worldwide, including virtual teams who rarely see each other using just this methodology.



Program Content:

- ✓ The definition of a team and why you NEED to build a team to get maximum benefit from your human resources
- ✓ The **5 stages of team development** and how to move your team up to the next level of team evolution
- ✓ Creating a team culture and it's importance to the team
- ✓ **The Team Quest:** Why most mission statements fail as well as the WHY and how to implement a Team Quest
- ✓ The need to put your team members in the 'driver's seat' as opposed to mere 'passengers'
- ✓ **Team communications** and why most teams fail if this is not done right
- ✓ Opening up team communications filters
- ✓ **Team VS. Traditional Approaches:** Case studies and examples as to how you can build a true team culture
- ✓ Team centred **360 degree appraisals** and 10 more appraisal assists
- ✓ Leading a **CS team v/s Managing One**
- ✓ **Leading your team:** 8 Ways to show leadership that makes your team strive for excellence
- ✓ Secrets to motivating your team using the latest human motivational psychology
- ✓ Techniques that use both 'carrot' and 'stick' to achieve your team goals
- ✓ Discover the **3 secrets of NLP** (Neural Linguistic Programming) and its impact on your team
- ✓ **5 powerful steps to effective delegation** to prevent problems before they start
- ✓ **Michael's proprietary Team concept**
- ✓ Using "What if..." meetings to vaccinate your team members from making potentially costly mistakes

Program Objective:

If you want to improve your staff morale, get them motivated, accomplish projects easier and on time, **reduce your employee costs** by lowering your staff turnover while boosting their productivity, this course is for you. **Leadership essentials, communication skills, motivational, problem solving essentials, effective delegation** and a host of other solid people skills are the basis for this highly interactive seminar. This seminar will enable you to apply cognitive / behavioral approaches to motivate your team and give you an effective approach to invest your precious time with employees to get the maximum return for your time.

This seminar will not help you if you are stuck in your old patterns and unwilling to change. It WILL propel ANYONE willing to adapt, change, grow and renew their enthusiasm for the arts of leadership, motivation and team building.

Who Must Attend:

GMs, Managers, Executives, Business Owners, Team Leaders and even Supervisors who want to lead, motivate and develop their teams effectively. Although first time managers and supervisors benefit greatly from this course, seasoned leaders looking for new insights and approaches always get the most from this seminar when they attend as a group to derive the full learning outcomes. (We appreciate you sharing your insights and experiences as well.)

BRING

Building Passionate & Profitable Teams

In-house!

These workshops can be customized to suit specific needs of your organization at significant savings!
Please contact Muhammad Arif at marif@octara.com or call at 0300-8275091 for more details

Book Today!
To Avail the **Limited Time Offer &**
Be Included in the **Speaker Special Event,**
Turn Back for Details

Building Passionate & Profitable Teams

Program Fee
(Per Participant)



1-4 nominees US\$ 199/-

*Please Note - Program fee can be paid in Pakistani Rupees as per the current conversion rate

Includes course material, Octara certificate, lunch, refreshments & business networking

10% Group Discount on 5-9 nominees

Networking Lunch & Coffee Break



This seminar will give an opportunity to business professionals to network with their peer groups with diverse industry backgrounds during the coffee and lunch breaks.

Limited Time Offer! (15% Discount)

Reserved Seating Area (15% Group Discount on 10+ nominees)



This is an open seated seminar. However, if you book a group of 10 or more, you will have the privilege to be seated in the front section of the seminar hall.

This seating is limited and is allocated on a first come first serve basis.

Speaker Special Events (20% Discount)

Speaker Special Events (20% Group Discount on 15+ nominees)



This is a rare opportunity to meet face to face with Michael Podolinsky, group bookings of 15 or more delegates can enjoy the privilege of 'private' time with Mr. Podolinsky, to chat informally and exchange ideas over coffee or lunch.

Registration & Payment Options

- E-mail or Fax your nomination(s) to:
E-mail: register@octara.com
octara@gmail.com
Fax: 021-4520708, 021-4546639
- Send us your:
Name, Designation, Organization,
mailing address, phones, fax and e-mail
- Send your cheque in favour of
"Octara Private Limited" to:
Muhammad Imran Anwer
Octara Private Limited
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Tel: 021-4534261, 021-4536315,
Cell: 0321-2670041

To view reports on our past training workshops and events logon to WWW.OCTARA.COM

Registration Note

Participation will be confirmed subject to receipt of payment.

Octara Cancellation Policy

Our Cancellation Policy is activated as soon as an invoice is received by the client. Due to any reason if the client is not able to attend the workshop/conference, they may inform Octara Sales/Finance department in writing within 48hours of the receipt of the invoice. In case of no intimation from your organization we reserve the right to claim the invoiced amount. Cancellations made at least 10 working days prior to the course will be refunded in full. If a booking is cancelled 10 to 7 working days before a course, a Cancellation Fee of 25% of the course fee is payable. For cancellations made within 7 working days, no refunds can be given. Cancellations must be confirmed by letter, fax or email. Substitutions may be made at any time. Notwithstanding the above, delegates may transfer to another course to be run within 12 months.

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