

The Performance³ Management Summit **October 25, 26 and 27, 2010**

Day 1

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| 8:00-8:30 | Full Breakfast – <i>Washington Park 1 & 2</i> |
| 8:30-8:45 | <p>Welcome and Introductions – <i>Washington Park 1 & 2</i>
Sandra Wiley, Boomer Consulting, Inc.
<i>Objectives and announcements for the event ahead</i></p> |
| 8:45-9:45 | <p>Positive Focus – <i>Washington Park 1 & 2</i>
Sandra Wiley, Boomer Consulting, Inc.
<i>Connect with your peers and review your progress over the past six months.</i></p> |
| 9:45-10:00 | Break |
| 10:00-12:00 | <p>It's Okay to Be the Boss – <i>Washington Park 1 & 2</i>
Opening Keynote – Bruce Tulgan, Rainmaker Thinking
<i>Dozens of best practices to help your leaders, managers, and supervisors get much better at leading, managing and supervising. After this session, participants will be better able to:</i></p> <ul style="list-style-type: none"> • <i>Build relationships of trust and confidence with employees.</i> • <i>Delegate tasks, responsibilities and projects.</i> • <i>Keep employees focused and moving in the right direction.</i> • <i>Increase productivity, quality, retention of high-performers, and turnover among low-performers.</i> • <i>Sharply reduce waste, inefficiency, errors, down-time, and conflict among employees.</i> <p><i>*To learn even more from this session, please read "It's Okay to be the Boss" before attending. If you've already read it, get ready to learn even more from the author, Bruce Tulgan!</i></p> |
| 12:00-1:00 | Lunch |

- 1:00-2:30 **Business Development Workshop – Washington Park 1 & 2**
Sandra Wiley, Boomer Consulting, Inc.
One of the challenges that each of us face as managers in a growing firm is the time needed to plan for our business development activities. In this session you will use a business development worksheet to develop a plan that you can start implementing as soon as you return home. Think, Plan and Grow your own book of business!
- 2:30-2:45 Break
- 2:45 – 4:00 **Manager Roundtable – Washington Park 1 & 2**
Facilitated by: Jim Boomer, Boomer Consulting, Inc.
Managing personnel in a professional services firm presents unique and numerous challenges. Some are obvious, but others aren't apparent until brought to light in dialogue. Jim Boomer will moderate this participant-led discussion intended to identify and resolve your most pressing concerns as a firm manager. Come prepared to share your roadblocks as well as insights during this rare opportunity to learn from your peers.
- 4:00-5:00 Free Time
- 5:00 – 6:00 **Cocktail Reception – Washington Park 3**
- 6:00 - ????

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Day 2

- 8:00 – 8:30 Full Breakfast – *Washington Park 1 & 2*
- Transition from Manager to Leader can be tricky, so we will be devoting an entire day to just that topic. In four sessions we will guide you through the path to partnership and assist you in laying out your personal goals to achieve the transition successfully.***
- 8:30-10:00 **The Transition To Leader – Training & Education - Washington Park 1 & 2**
Jim Boomer, Boomer Consulting, Inc.
As you transition from manager to leader in your firm, the required skill-set must also change. In this session, we will talk about the types of training and educational opportunities you should be seeking out today to provide you with the capabilities to set you up for success.
- 10:00-10:15 Break
- 10:15 – Noon **The Transition to Leader – Employee to Employer Mindset – WP 1 & 2**
Sandra Wiley, Boomer Consulting, Inc.
You have heard it before, think like an owner. We will explore what this really means and the strategies you can take to start applying your new knowledge immediately. As we explore the 10 traits of an excellent leader, you will be challenged to think about your current thinking and what needs to change as you grow as a leader in the firm.
- 12:00 – 1:00 Lunch - *Washington Park 3*
- 1:00 – 2:30 **The Transition to Leader – Start Preparing Now - Washington Park 1 & 2**
Jim Boomer, Boomer Consulting, Inc.
As you move up in the firm, each promotion involves more complex issues. These issues usually can't be resolved without difficult conversations with the partner group. In this session, we will explore the questions you need to start asking today to make sure you are doing the right things to adequately prepare you for the future.
- 2:30 – 2:45 Break

2:45 – 4:00 **The Transition to Leader – Ask the Experts - Washington Park 1 & 2**
Facilitated by: Sandra Wiley, Boomer Consulting, Inc.

- Jim Wurbs, Partner – Dunning and Dunning
- Dana McIntire, Partner – Trout, Beeman and Company
- Justin Mitchell, Partner – Adams, Brown, Beran and Ball

4:00 – ????? Dinner with friends on your own

Day 3

8:00-8:30 Full Breakfast - Washington Park 1 & 2

8:30-10:00 **8 Habits to Optimum Performance for the Busy Professional – WP 1 & 2**
Mitzi Dulan, RD, America's Nutrition Expert®
What you eat affects energy levels, productivity and ultimately your performance. This program guides you on how to fuel both your mind and body to achieve peak performance on the go. Mitzi teaches you how her no-nonsense approach to exercise with little time. She also gives you the scoop on how to make the smartest choices to achieve results.

10:00-10:15 Break

10:15 – 10:30 **Web Conference Planning - Washington Park 1 & 2**
Sandra Wiley, Boomer Consulting, Inc.
We will have three web conferences over the next year to keep everyone connected and making positive progress. This is your chance to get the most important topics on the agenda.

10:30 – 11:45 **Planning and Sharing with Your Peers - Washington Park 1 & 2**
Sandra Wiley, Boomer Consulting, Inc.
Increasing your knowledge is just the beginning. In order to retain and use the knowledge, you must have goals and a plan. In this final session you will write your goals (game plan) and then talk through your goals (to a small group of peers).

11:45 - 12:00 **Wrap up and Adjournment - Washington Park 1 & 2**