



Celebrating 100 Years

Offered by Jewish Family Services  
Career & Workforce Development Department

*Jewish Family Services helps individuals and families  
facing life's challenges.*

# Practical Coaching Power Tools for Everyday Work Situations

**Thursday, January 14, 2010**

**9:00 a.m. - 12:00 p.m.**

**University of Phoenix  
8415 Pulsar Place  
Suite 100  
Columbus, Ohio 43240**

### Cost

Businesses: \$50

Non-Profit: \$45

### Who Should Attend?

- Executive Officers/Directors
- Managers/Lead Line People
- Supervisors
- HR Managers
- Sales Leaders

### Presenters:

**Jerry Browning  
Chiron Company  
[www.chironcompany.net](http://www.chironcompany.net)**



**Barb Girson  
My Sales Tactics™  
[www.mysalestactics.com](http://www.mysalestactics.com)**



**Linda Wisler Luft  
Fireball Coaching  
[www.FireballCoaching.com](http://www.FireballCoaching.com)**



### Receive HR Credit!

This program has been approved for 2.75  
recertification credit hours through the HRCI.

The use of this seal is not an endorsement by HRCI of the quality of  
the program. It means that this program has met the HRCI criteria to  
be pre-approved for recertification credit.



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[www.jfscolumbus.org](http://www.jfscolumbus.org)

## Practical Coaching Power Tools for Everyday Work Situations

Coaching is a solution for managers, supervisors, HR professionals and sales leaders. After this workshop, participants will be ready to approach many staff situations with a coaching solution that is most fitting, highly productive and improves ROI (Return on Investment). With hands-on experiences in this workshop, participants will increase confidence in using coaching approaches and determining the fit and value for coaching in their organizations.

Participants will learn:

- Coaching techniques that can be applied to daily workplace situations for improving talent retention, leadership development, conflict resolution and increasing accountability.
- How coaching can invigorate your staff and help them find internal motivation.
- The “why,” “when,” and “how” of coaching by powerful questioning and gaining agreement for action.
- Coaching power tools for your workplace toolbox that you can use right away to improve performance.

Jerry Browning, President of Chiron Company, brings over 20 years of experience helping entire organizations of one individual at a time as a business consultant, professional coach, speaker and counselor. Jerry has an MS in Education and Counseling and is a licensed psychotherapist, certified in Neuro-Linguistic Programming, Gestalt and Field Center Facilitating.

Barb Girson, President of My Sales Tactics, is a speaker, coach and author who designs and delivers custom training/coaching programs for companies, teams and entrepreneurs through workshops, leader retreats, telecasts and conventions'. Barb has a decade of senior management corporate experience where she led sales and was responsible for up to 20,000 independent reps and driving up to \$40M in revenue.

Linda Wisler Luft, President of Fireball Coaching and Consulting, is known for effective, co-active coaching, experiential workshop and being a passionate speaker. She is a CPCC-Certified Professional Co-Active Coach, a graduate of CTI's Leadership program and a Certified Behavior Analyst for administering and facilitating the DISC and PIAV assessment tools.

### *Our Guarantee...*

If you're not happy, we're not happy. Go back to work and apply what you learned at the seminar. If you're not absolutely satisfied with the results you achieve, write us immediately. We'll issue you a refund or arrange for you to attend another Career and Workforce Development department seminar, free. *That's our guarantee!*

### REGISTRATION

Cost: **Businesses: \$50/person; Non-Profits: \$45/person**

\_\_\_\_\_  
Name

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Title

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Company

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### PAYMENT INFORMATION

\_\_\_\_\_  
MC or Visa Account #

\_\_\_\_\_  
Expiration Date

\_\_\_\_\_  
Signature

Check enclosed payable to: JEWISH FAMILY SERVICES

Mail to: Jewish Family Services 1070 College Ave., Columbus, Ohio 43209

Questions? Please call  
**Lynn Aspey, MS,**  
Director of  
Business Relations at



*Celebrating 100 Years*

Registering is EASY... By MAIL, By FAX 614-545-2817 , By PHONE 614-559-0117 or at [www.jfscolumbus.org](http://www.jfscolumbus.org)