

# SIGN UP TODAY!

## LIMITED SEATING AVAILABLE

Organizations are only as vital, visionary, and vigorous as their key leaders. So join us, and together we will help shape a bright business future for Tompkins County and our vibrant business community through two workshops in our award-winning series.

Registration: The registration fee for these dynamic workshops includes breakfast, refreshments, and workshop materials. **SAVE MONEY** by registering for both workshops or sign up for individual workshops as your schedule allows. **PLEASE NOTE:** seating is limited and it is suggested that you register for the entire leadership series in order to guarantee a seat at each workshop. All sessions will be held at the Country Club of Ithaca from 8:30 a.m. to 12:00 p.m. You may use this form or register on line at: [www.TompkinsChamber.org](http://www.TompkinsChamber.org)

### REGISTER FOR BOTH WORKSHOPS!

Yes! Sign me up for BOTH workshops and SAVE \$20, reduced price \$130!

Register by May 1, 2009 for the first workshop:  
Deliver Sustained High Performance  
Friday, May 8<sup>th</sup> at the Country Club of Ithaca  
8:30 am - 12:00 pm

Register by Individual Workshop (\$75 each)

Yes, I would like to register for the following workshop/s:

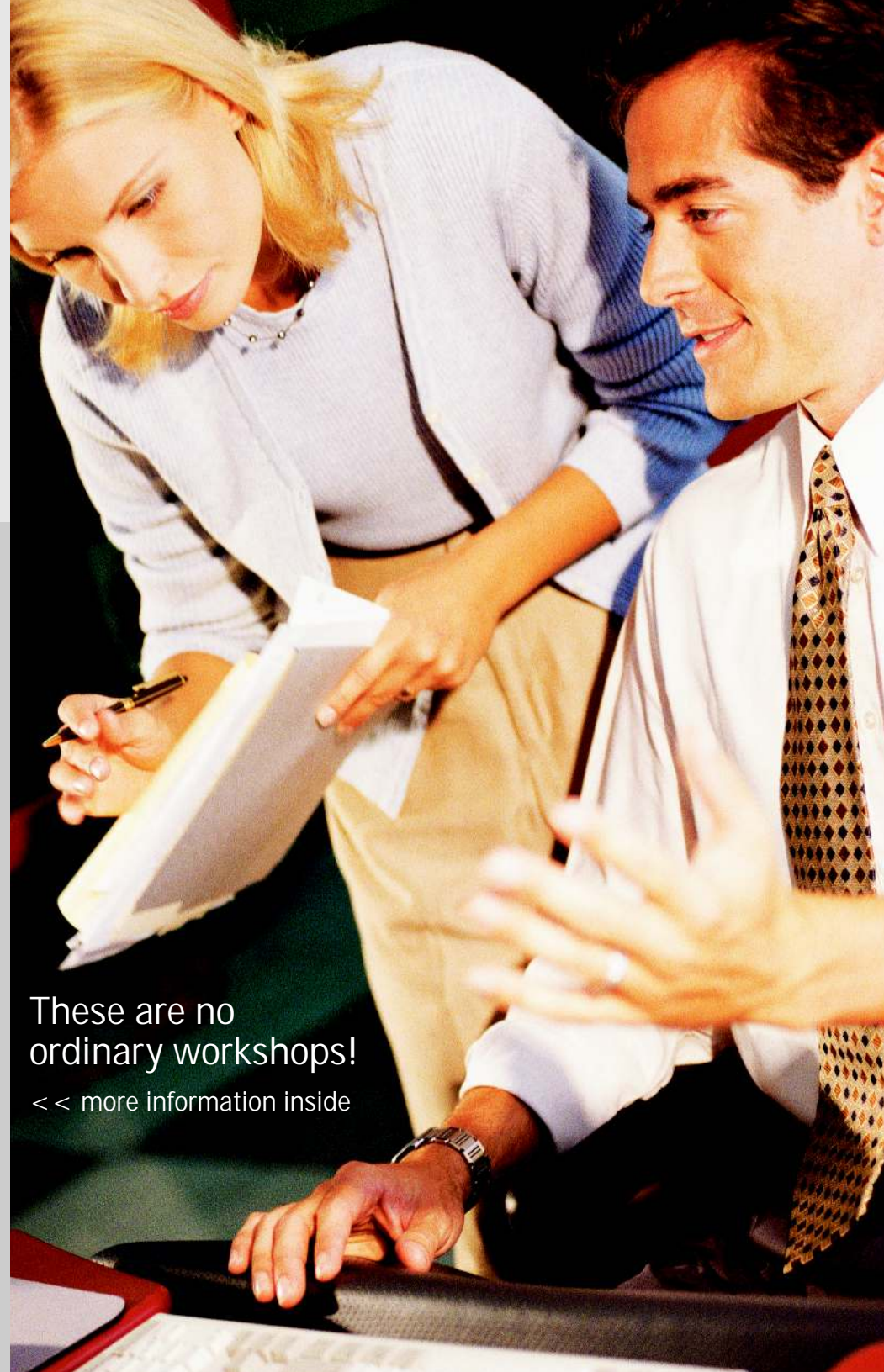
Deliver Sustained High Performance  
Friday, May 8 | Country Club of Ithaca  
8:30 am - 12:00pm

Stop the Crazy Waste  
Wednesday, September 30 | Country Club of Ithaca  
8:30 am - 12:00pm

TOTAL WORKSHOPS X \$75 each =

Refund/Cancellation Policy:  
Full refunds will be issued if attendance is cancelled two weeks prior to each workshop.

FOR MORE INFORMATION, VISIT:  
[www.TompkinsChamber.org](http://www.TompkinsChamber.org)



These are no ordinary workshops!

<< more information inside

Take this opportunity to think through challenges with a group of your peers  
BRING A TEAM FROM YOUR ORGANIZATION!



SPONSORED BY:



IN COLLABORATION WITH:



904 E Shore Dr., Ithaca, NY 14850



Locally focused. A world of possibilities.™

## Community Workshops for Business Leaders

# OUR AWARD-WINNING SERIES

Will help your business thrive through these challenging economic times



- 1 MAY 8, 2009**  
Deliver Sustained High Performance under Pressure
- 2 SEPTEMBER 30, 2009**  
Stop the Crazy Waste

IN COLLABORATION WITH:



Media Sponsor: Cayuga RADIO GROUP

# WELCOME!

to our award-winning workshop series 2009

COUNTRY CLUB OF ITHACA

Learn new ways to meet today's extraordinary business challenges. Spend two very special days with your colleagues and peers, revitalizing and reenergizing as you learn from some of the best thinkers and teachers in the field.

Organizational training and development is a fact of life. It is critical for business success and most often focuses on the learning needs of middle management and supervisory staff. Quite often the needs of upper management are subjugated in the process. Yet our own community's business leaders are faced with an increasingly complex and competitive global business environment; one in which large corporations now compete in local markets, and issues range from a changing workforce, higher customer expectations, external pressures for accountability and transparency, and an uncertain economy. All of this demands new ways of thinking and conducting business.



## Deliver Sustained High Performance under Pressure

with Tom Murray

Account Director, Lane4

MAY 8, 2009

### Mental Toughness

Today, more than ever, leaders need to maintain their own focus and maximize performance — while motivating their people to do the same.

Join us for this special program and learn about the key to delivering sustained high performance under pressure — mental toughness.

Two-time Olympic athlete and business consultant Tom Murray of Lane4 Management will lead us on a journey and will share with us the key to developing the psychological edge needed to deliver high performance in today's environment. Based upon the book, *Developing Mental Toughness: Gold Medal Strategies for Transforming Your Business Performance*, written by Lane4 Management Group Founder, Graham Thomas, this program will focus on understanding mental toughness, maintaining your strategic focus, setting and achieving goals and aligning individual and team goals.

Presented by:

Tom Murray is a graduate of Cornell University, where he was named to the Cornell University Athletic Hall of Fame in 2002. He brings a deep understanding of high performance from his experience as an athlete and his work as an athletic and business coach. Tom uses an enthusiastic, dynamic approach to deliver senior leadership development programs to all industry sectors.

Date: Friday, May 8, 2009  
Time: 7:45 networking and breakfast  
8:30-noon program  
Location: Country Club of Ithaca

**RSVP BY MAY 1, 2009**

FOR MORE INFORMATION, VISIT:

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

**Register for both workshops today and SAVE!**



## Stop the Crazy Waste™ Reduce Operating Costs Now

with Rob Crabtree

SEPTEMBER 30, 2009

### Stop the Crazy Waste™

As a leader in any sector — industry, finance, not-for-profit, municipality, and education — you will need the knowledge to remove inefficient activities (or waste) from your organization's processes. In this highly interactive, "learn-by-doing" transformation workshop, you will acquire the tools and mindset to end the 30% to 70% of hidden sources of waste or activities that cost your organization and affect your productivity and profitability.

- Learn what adds value and is waste in your work
- Identify inefficient activities with a "waste discovery"
- Uncover non-productive tasks and processes
- Learn how much waste is costing your company
- Generate great ideas to eliminate waste forever
- Energize and excite your team to become the "stop the waste" team
- Leave with an action plan to implement immediately

Presented by:

Industry thought leader Ron Crabtree, President of MetaOps, Inc., co-author of three business process improvement books, adjunct faculty for Villanova University and University of San Francisco.

Date: Wednesday, September 30, 2009  
Time: 7:45 networking and breakfast  
8:30-noon program  
Location: Country Club of Ithaca



**BUSINESSES ARE ENCOURAGED TO REGISTER TEAMS -- EXERCISES ARE BETTER RETAINED AND EXECUTED WITH TEAM COLLABORATION.**



#### Attendee Information:

Name

Name for name badge

Job Title

Organization/Company

Address

City/State/Zip

Telephone/Fax/Email

Additional attendees from your company? Please photocopy registration information and attach the information to the original registration form.

#### Payment Method:

Payments should be sent in with your registration form and will be accepted two weeks prior to each workshop (subsequent invitations will be sent before second workshop). We accept VISA, MASTERCARD and AMEX. If paying by check make checks payable to Tompkins County Chamber of Commerce, c/o Thrive, 904 East Shore Drive, Ithaca, NY 14850 or register online [www.TompkinsChamber.org](http://www.TompkinsChamber.org).

Name on credit card

Credit card #

Exp date