



Staffing Industry Leadership Development Group Program

Call Date	Leadership Concepts	Competencies
LEADING PEOPLE		
Upon Registration	Welcome Video & Optional Reading Assignment	Awareness of Your EQ
October 7	Emotional Intelligence in Action	Leveraging and Improving Your EQ
October 14	Managing vs. Leading	Understanding the Differences
October 21	Trainable / Critical Evaluator	Getting the Right Players in the Right Seats
October 28	Tactical Performance Management System (TPMS)	Metrics Management Inspect What is Expected; Coach for Success
November 4	Difficult Conversations Diagram	Confront Conflict with Care & Retain Talent
LEADING PROCESS		
November 11	Best Practice Recruiting SOP Model	Standardize & Continually Improve Recruiting Efficiency
November 18	Best Practice Sales SOP Model	Standardize & Continually Improve Sales Effectiveness
November 22 <i>Note: This call is Tuesday instead of Thursday due to Thanksgiving</i>	Understanding KPIs & Ratios	Use Data to Evaluate Trends
LEADING RESULTS		
December 2	Staffing Strategy Execution Plan	Ensure Key Initiatives are Implemented
December 9	Financial Management	Evaluate a Staffing Profit & Loss Statement
December 16	Sustaining Growth	Understanding the Staffing Success Formula



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