



Staffing Industry Leadership Development Group Program

Vital 9™ Leadership Discipline	Leadership Concepts	Competencies
LEADING PEOPLE		
April 15	Orientation Call & Reading Assignment	Awareness of Your EQ
April 22	EQ in Action in Staffing	Leveraging/Cultivating Emotional Intelligence
April 29	Managing vs. Leading	Understanding the Differences
May 6	Trainable / Critical Evaluator	Getting the Right Players in the Right Seats
May 13	Tactical Performance Management System (TPMS)	Metrics Management Inspect What is Expected; Coach for Success
May 20	Difficult Conversations Diagram	Confront Conflict with Care & Retain Talent
LEADING PROCESS		
May 27	Best Practice Recruiting SOP Model	Standardize & Continually Improve Recruiting Efficiency
June 3	Best Practice Sales SOP Model	Standardize & Continually Improve Sales Effectiveness
June 10	Understanding KPIs & Ratios	Use Data to Evaluate Trends
LEADING RESULTS		
June 17	Staffing Strategy Execution Plan	Ensure Key Initiatives are Implemented
June 24	Financial Management	Evaluate a Staffing Profit & Loss Statement
July 1	Sustaining Growth	Understanding the Staffing Success Formula



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