

HANDEL GROUP

CORP

POWER OF YOUR PERSONALITY SEMINAR

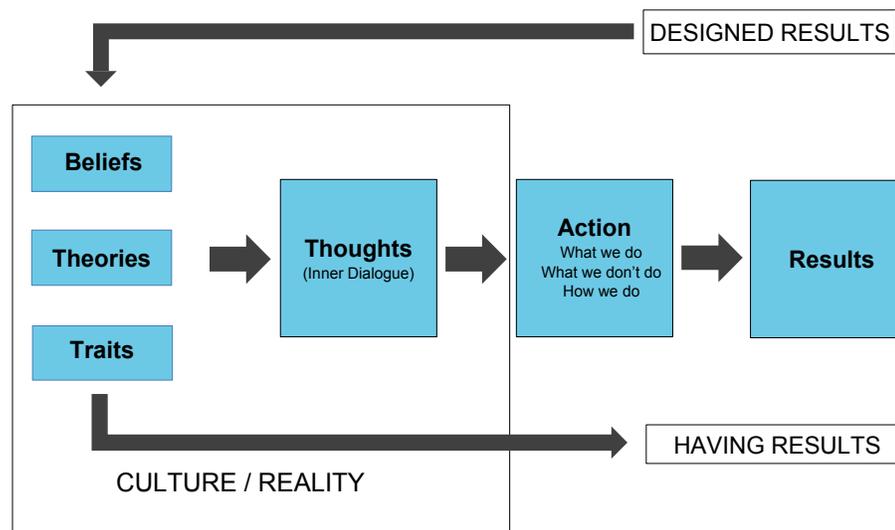
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Power of Your Personality

To fully impact its results, a company must wholeheartedly and honestly understand its makeup. Using compassion and a shared goal of team and success, we guide participants to explore their beliefs, theories and personality traits that have led to both the certain successes and possible failures of the company. With ease and even a sense of humor, we enable participants to tell the truth about their tendencies, see their accountability, and design an alternate way of being in order to create the extraordinary results each and everyone of them desires.

Personal Integrity & Accountability Model



The Method

The Handel Method® revolves around several key concepts. Perhaps most importantly, we deal with a person's personality traits. Every single human has some negative traits; usually these traits go unrecognized or ignored and can wreak havoc in the workplace. If you want to impact the culture of a company, you have to help people tell the truth about themselves and others. We allow people honestly and without judgment to look at themselves, emphasizing the universal nature of negative traits, as well as the pride that comes with facing them. Our coaching allows people to tell the truth and discover which personality traits they need to evolve in order to be extraordinary leaders. These conversations are not only freeing for people, they are necessary for creating a culture of creativity and productivity in an organization. We recommend starting at the top, as people tell the truth when they hear the truth.

Another key concept is Personal Integrity®. In its simplest form, people who have Personal Integrity keep the promises they make to themselves and to others and act in ways that are consistent with their own highest values. We ask people to examine where their integrity is lacking, their reasoning, and help them design the rules and actions to reach a higher level. Other concepts that make up The Handel Method include: defining goals and creating actions to achieve them, developing highly effective communication skills, having hard conversations, designing inspiring futures, and controlling one's inner dialogue.

The Strategy

Dysfunction within a company is, at the very least, expensive and unpleasant. At its worst, it can kill a business. We address the success of a corporation by focusing on its individuals and the many demands facing a business, from leadership development to the often overlooked challenges of repairing damaged working relationships. We are experts at resolving interpersonal issues that impede an organization's growth and profitability. Organizations are often undermined by human dynamics, which create unspoken and divisive issues that prevent optimal performance when left unaddressed. As an added bonus, our process brings joy back to the workplace—and happy people are good for business.

Leadership can be sacrificed to the day-to-day tasks of managing a business. We make it possible for leaders to recognize and remove self-imposed obstacles that impede true leadership. We work on multiple aspects of leader effectiveness including accountability, communication, personality traits, and Personal Integrity. As a result, our coaching clears a path for leaders to fully utilize their natural abilities in ways that are highly effective and forward-thinking. Successful teams are products of aligned goals, trust, and open collaboration. However, even teams with the most talented professionals can fail to operate cohesively and collaboratively, limiting their optimal potential. It is the "unspoken" issues – intellectual and emotional, political and personal – that undermine both the individual and the organization. Handel Group works with teams to reveal and dissolve obstacles, no matter how unpleasant and deep-seeded. Where management tends to tread lightly, or not at all, Handel Group creates harmony from discord.

