

## FALL 2012 NEWSLETTER AND UPDATES

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### A Checklist for 2013 Planning

As Fall rolls in, we finalize plans for the next calendar year. But before you jump ahead, make sure you ask yourself the following:

- Have I re-examined our current *mission*? How does it compare to today's reality? How does it address next year's expectations? As I begin to set objectives for next year, are they reflective of the mission?
- What are my *customers* saying? How satisfied are they? What needs for the next year have they expressed? What do I need to improve with my customers--processes, contact, marketing, etc.?
- What is changing in the *marketplace*? What potential opportunities exist? What threats to me, my organization, my industry, and my customers exist in the new year? How will I address these opportunities and threats? What are my competitors doing? How do I continue to differentiate myself?
- Is my *budget* aligned with mission, objectives, customers, and the marketplace? Have I appropriate dollars for enhancements to services, equipment, and people (including my own development)? Are all resources ready for the future?
- Do my *systems and processes* align with my goals? Can I track key information and determine progress on objectives, with customers, and internally with people, equipment, and vendors? Is everyone fully trained on these systems and process?
- Am I ready for year-end *performance evaluations* (for me, my organization, people I manage, etc.)? Have I taken the time to objectively evaluate what outcomes were expected, what actually happened, and what I can learn from this year? Have I scheduled time for evaluation and begun gathering information?



## Specials for 2013: Sign Up Now (*Discounts available*)

The new year usually is a busy time for two things:

- Setting goals
- Sorting and improving time management issues

I've always thought there are 2 drivers to these--new year resolutions and a new calendar. Whatever the reason, it's very common that people turn their attention to making the new year more productive, organized, focused, and goal-oriented.

It's during this time of year, Dynamic Growth Strategies is often contact for sessions on these two topics. As we approach 2013, we are doing the following:

- offering a public session on these topics
- offering to schedule a session for your organization or business

The public session is open to anyone. Since each program is normally a half-day session, you have the option to register for one or both sessions. This session will be held:

### **Wednesday, January 16 in Dallas**

**8:30-12:00      Setting Objectives**

**1:30-5:00      Time Management**

Price is \$125 for the full-day (\$70 for either half-day session) and includes materials and refreshments. (a 10% reduction in our normal price)

To register for the session on January 16, click [here](#).

If your organization, company, or business is interested in a session just for you, we are offering 10% off for any session that is scheduled during December 2012 or in January-March 2013. If you're interested in such a session, contact David at 214-801-2708 or [david@dynamicgrowthstrategies.com](mailto:david@dynamicgrowthstrategies.com).

The following are the objectives and a brief overview of each program. If you'd like detailed information, contact us.

### Setting Objectives, Not Objections (SMART Goal Setting)



This program will help you:

- Understand why and how objectives can drive performance
- Differentiate components of objectives
- Learn the importance of aligning objectives to corporate/organizational needs taking into consideration personal abilities, development, and knowledge
- Write SMART objectives
- Practice writing objectives

This interactive program will provide the tools and knowledge to effectively write objectives that are aligned to business, organization, and personal goals. You will practice writing real objectives so come prepared with topics and responsibilities in hand and in mind!

## Why don't I have enough time in the day? (Time Management Strategies)

This program will help you:

- Define time management, its components and your priorities
- Identify the causes of your time wasters and stressors
- Gain more freedom in your daily routine, projects, and priorities
- Achieve flexibility in your schedule and with others
- Determine the seriousness and urgency of each of your priorities



This program will equip you with the tools and knowledge to both manage your priorities effectively as well as to deal with the stress that often accompanies them. You will balance self-reflection with input from other class participants in order to gain an understanding of why your life can seem chaotic. Each person will receive a Time Mastery Profile for usage during and especially after the program.



### Our 10th Anniversary

It's time to celebrate our 10th Anniversary! For the past decade, I have had the opportunity to work with incredibly talented organizations and people as they worked to improve themselves and their organization. As I reflect back on these 10 years, I am humbled by each client and the unique relationship I have enjoyed with all of them. Some of these relationships now span the decade; others are newer. Yet, all are important and meaningful.

During the next year, we'll spotlight projects, clients, and highlights from our first decade.

Probably the best way to begin the celebration is to say "Thank You" to all of my clients through the years! So heartfelt appreciation goes to:

#### Companies and Corporations

American Airlines  
ASC/Trane/Titus  
Atmos Energy  
Baker Hughes  
Balfour Beatty  
Caesars Entertainment/Harrah's  
Celanese  
Centerpoint Leadership  
Cirque du Soleil  
Cisco Systems  
CoreLogic  
Cullum Business Solutions  
EnPro  
Farstar  
Garrett Creek Ranch

Hi-Lite  
Home Depot  
ICI Paints/Akso Nobel /Glidden  
Impact Achievement Group  
ITT Flowtronex  
Kone  
Kroger Cos.  
LSG Sky Chefs  
Merrill Lynch  
Microsoft  
NCH Corporation  
Nortel  
Optimal Training Solutions  
Pivotal Research Solutions  
Prestige Maintenance USA  
Preston Tower Condominiums  
Raytheon

Retreat Central  
Schultz Properties  
Southwest Corporate Federal Credit Union  
Stemco  
Sterling Brokerage and Business Advisors  
Takata  
Texas Instruments  
The GRaSP Group  
The Patnaude Group  
The Sandbar Group  
Tuesday Morning  
Univentures

#### Nonprofits, Education, and Government

Akiba Academy  
Ann and Nate Levine Academy  
Attitudes & Attire  
Blondes vs. Brunettes Tackling Alzheimer's  
Brookhaven College

Collin County Community College  
CCCCD Student Animators  
Girl Scouts, Tejas Chapter  
Grayson County College  
Jewish Family Services, Special Needs Program  
Jewish Federation of Dallas  
Metrocrest Chamber of Commerce  
North Lake College  
North Texas Municipal Alliance  
North Texas Tollway Authority  
Parkinson Voice Project  
PATH (People Attempting to Help)  
Project Transformation  
Richland College  
Southern Methodist University  
The Women's Chorus of Dallas  
Turtle Creek Chorale  
Texas cities of Murphy, Plano, Farmers Branch,  
Carrollton, Wylie  
Youth First Texas

## Updates and Announcements

**DiSC Reach Back, Leap Forward 2012 Migration Program** will end at the end of this year. If you've taken Classic DiSC with Dynamic Growth Strategies in the past, you can try a new Everything DiSC® assessment for **30% off** the normal cost! This program continues until the end of 2012. Contact me if you're interested.

Visit our new [Teamwork A La Carte website](#) for information on our popular culinary teambuilding programs. It's not too late to schedule a program for late 2012 or to kick-off 2013.

Blog [www.thinkchangedo.com](http://www.thinkchangedo.com) postings these past few months included:



*"It's Not About You"*

*"Fortune 500® Companies: A Special Report on Ethical Leadership"*

*"The Quiet Leader"*