

Tips for Innovative Meetings/ Events (T.I.M.E.)

TOPIC: Greens and Meetings

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For your ease, sections are numbered and separated with “___’s”; Scroll down or use Ctrl +f to locate a specific section.

1. GREEN MEETINGS

While environmental consciousness is important, this topic addresses another form of green. Golf Greens.

Here’s a new way to address sales training...

Here’s a new way to cross sell your property to a client for another type of meeting...

Here’s a new way to build a focused, confident work force...

The Head Game is a one-day training program where the learning is reinforced on a golf course.

The premise of the Head Game is that high performing professionals, like high performing golfers, possess a unique mental approach to business. They are tough-minded, optimistic and passionate about their work. They face key challenges with confidence and do not lose their focus under stress. They enjoy their work.

In other words, successful professionals are expert at playing The Head Game.

The Head Game teaches the techniques that successful professionals use to control negative internal dialogue and turn it into positive and productive behavior. The results – improved attitudes, self-coaching skills and better results on the course and off.

The Head Game workshop is followed by (optional) reinforcement on a golf course. We have many suggestions and ways for handling groups with avid golfers, duffers and people who have never even played.

What better way to golf, have fun and add value during a management retreat, sales meeting or incentive trip.

2. FOR WOMEN ONLY: “Get On Track...Golf Matters In Business”

Open to Women only (sorry men). We are sponsoring an event targeted toward professional women who want to more effectively combine golf and business. The Head Game is one element of this educational and networking event.

The event is TOMORROW, Friday, June 9 at the Family Golf Center in Chicago. We still have limited space available. If you are interested, please email us so we can provide you with all the details. The weather will be great...

If you can't attend (Men this includes you) but want to re-create this event, please contact us and we can talk about scheduling another session or customizing a program for you.

3. QUICKIES

We pitched (using our favorite wedge) The Head Game (above), as a way to add a new element to a sales meeting, management retreat or incentive trip.

Maybe you need a 20 or 30-minute exercise for a meeting and event. While the On Track simulation programs are 3-4 hours in length, we are happy to talk with you about other easy-to-implement ideas.

We also recommend the following sources for ideas:

Edward Scannell & John Newstrom's books, [The Complete Games Trainers Play](#)
and
[Even More Games Trainers Play](#)

If you would like a more complete list of sources, please email us and we will be happy to provide you a resource list.

4. ON THE LIGHTER SIDE

Here's a story of a teambuilding event you do not want to repeat:

Two managers recently put their heads together and thought of a smashing new idea to promote teambuilding. Why not have an armed gunman hijack a busload of employees and scare the living daylights out of them. That'll make them bond, thought the clever managers. Unfortunately for the two execs, the plot didn't work out so well –the employees were frightened and a passing motorist thought the hijacking was real. (Reported in Successful Meetings)

Fortunately, our teambuilding programs do not produce these types of results. If you missed our last preview and want to see an On Track program in action, plan on joining us on Friday morning, July 7 at The Summit Executive Centre, 205 N. Michigan Avenue, Chicago, Illinois. The Summit is a world-class, full-service conference center offering the ideal environment to conduct serious business meetings and training programs. As a member of the International Association of Conference Centers, The Summit meets rigorous criteria for meeting space with excellent lighting, furniture conducive to meetings, and an impressive array of AV options. You can also learn more about The Summit Executive Centre by visiting their website at www.summitchicago.com.

5. BOOSTER WORKSHOPS: New Programs from On Track

We are firm believers in "what isn't used is forgotten". The breakthroughs and "ahas" that our simulations create can be even more powerful with immediate and practical reinforcement and practice. Our Booster Workshops can turn participants' knowledge into skills and assist them in applying their learning and insights back on the job.

These customized workshops:

- Extend the participants' learning, making it more personal and actionable
- Provide a chance to problem solve around relevant job issues
- Allow participants to develop action plans to implement their new knowledge and skills back on the job

Consider supplementing participants' simulation experience with:

Team Building By Design© – Through facilitated exercises and conversations, participants learn techniques and concepts for increasing collaborative skills and trust.

Planning With Purpose© – Gives participants the tools to more effectively plan, delegate and follow through.

Building Sales Effectiveness© -- Fine-tunes sales skills through practice and analysis of the sales process, from first contact to lasting relationship.

Precision Communications© -- Removes the barriers to effective communication as participants improve listening skills, conflict resolution techniques and presentation skills.

Stand In My Shoes© -- Helps participants uncover the fundamentals of being customer focused as they experience service in the customer's shoes.

Visioning -- Guides participants to uncover what's possible and from that, to create specific, actionable commitments.

Our workshops address the practical needs of employees and a company to create meaningful, tangible action plans and applications that move beyond the general to specific commitments on the job.

6. FUTURE T.I.M.E.

We welcome any comments or suggestions about the newsletter or topics you would like to read about.

Please forward this newsletter to your associates and colleagues! Your recommendations are key to our success. Or anyone can subscribe by sending an email to stinnish@ameritech.net.

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