



Wally Hauck PhD, CSP

Providing Courageous Leaders Methods to Achieve Uncommon Performance

KEYNOTES AND SEMINARS

THE POWER OF INFLUENCE: 7 Secrets for Successful Leaders — Influence is critical today. Control strategies alone no longer create high performance. Learn the key factors the most successful leaders use to increase their influence.

HOW TO CREATE DYSFUNCTIONAL UNDERPERFORMING TEAMS THAT EVENTUALLY FAIL: The Simple (not easy) Principles of “Teamwork” — Most leaders have only “groups” not high performing teams. Learn the factors that transform an average group to a passionate team.

THE ENGAGED WORKFORCE: A Culture of Trust, Accountability, and Results — People taking initiative creates a huge competitive advantage. Learn the secrets of trust and accountability that transforms average results into exceptional.

MANAGING CHANGE WITH TRUST: How the lessons of adaptability in nature can help Leaders implement change — Often leaders try to force or control change. Learn the lessons of adaptability provided by nature and accelerate positive change without the unintended negative consequences of control.

“MEETINGS CAN KILL” (time): “Waste-Free” Meetings for Leaders — Wasted management time does not show up on a P&L statement yet it is real and expensive. Learn the factors that optimize everyone’s time, creates commitment to decisions, and generates increased innovation in meetings.

CONTINUOUS DEVELOPMENT OF PEOPLE PROCESS: Performance Coaching that Works — Performance reviews, in their current design, are a giant failure. Learn the key principles and techniques that optimize relationships, engagement, and performance without unintended negative consequences.

IT’S NOT JUST ABOUT BEING NICE: Customer Service from a System Perspective — It is much more expensive to gain a new customer than it is to keep one and it’s not just about being nice, or responding to complaints. It’s about looking at the processes that touch the customer and about making long-term change.

TEAM PROBLEM SOLVING: The Six Thinking Hats (by Edward DeBono) — Innovation is critical and also hard to predict. Unless of course you use the Six Thinking Hats process by Edward DeBono. This predictable creative process creates astonishing results with fun and excitement.

From his own research Wally has developed the Values and Systems Problem Solving Model, which he uses to be a catalyst for leaders to build profitable teams. As part of this “problem solving process” leaders learn how to use their influence and not just their authority.

Wally’s own *blueprint* for success involves helping leaders harness the power of influence, to dissolve their organizational problems. Organizational problems often appear, on the surface, to be “people problems”; when in fact, the real problems actually stem from the organization’s underlying broken internal systems.

As the creator of leadership training that focuses on the positive power of using influence Wally helps managers, leaders and their employees solve their *own* problems. When companies work with Wally, they experience a reduction in workplace “drama”, an increase in trust, loyalty and learning. The results are a healthier and more prosperous organization and an engaged workforce.

Partial List of Clients

Aetna

Cigna

Sheraton Hotels

American Express

Harley-Davidson

People's Bank

GTE

Bayer Pharmaceuticals

American Red Cross

**Columbia Artist
Management**

State of Connecticut

State of Delaware

BIC

Pitney Bowes

Wally Hauck



What do clients say?

"Everyone truly appreciated and enjoyed your presentation and facilitation style. The process was engaging from start to finish. What I thought was an even greater indicator of the value of your program was that several individuals commented they appreciated being given "nuts and bolts" ideas and tools they could apply immediately."

Lisa J. Marks CEO American Red Cross, Greater Grand Rapids

"Your facilitation skills enabled us to generate a great deal of enthusiasm for a new strategic plan...and we are still moving forward with its implementation with the same level of enthusiasm...that you helped us develop over 10 months ago."

David R. Kennedy, President and CEO United Way of Norwalk and Wilton

"We can honestly say that your model has helped us to be more effective, more profitable and more productive with each other and with our customers."

Tim McCann, Vice President Identification Products

"The system worked so well for us that when we found ourselves in the position to merge with another chapter, I knew we could use it to ensure a smooth transition of staff and operations, and that is exactly what happened."

Dianne Auger CEO American Red Cross Mid-Fairfield County Chapter

"First and foremost I have become a convert to your general approach to business improvement — managing and understanding people problems and doing first things first. Initially, I was a reluctant participant at what had to be my umpteenth strategic planning session, but your facilitation style and methodology aligned a difficult group around priorities."

Merle Berke-Schlessel, President and CEO United Way of Eastern Fairfield County

"Your most recent presentation on Performance Review to our Statewide Training Advisory Network of Delaware was most interesting and compelling and led to some lively and thought provoking discussions."

Cynthia S. Fauerbach, Manager Statewide Training and Organization Development, State of Delaware

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