

# Are you the professional *you think you are?*

Business today operates from a global perspective, at levels of speed and complexity as never before. Did you know that only 15% of financial success in business is dependent on your education, training and expertise while the remaining 85% of your success is determined by your social intelligence; your ability to connect and engage with people? When interacting with others, it is important to know how to create the appropriate impact, whether it is internally within the company, leading a team or with external clients from around the globe. Your ability to conduct business interactions in a diverse setting with professional presence gives you a powerful edge over the competition and prepares you for career success.



## *Take this Quiz*

1. Have you ever wondered why you cannot connect with certain people?
2. Have you ever given someone a compliment and made them feel bad?
3. Has anyone ever asked you to, "Give me the *Readers' Digest* version"?
4. Did you judge someone in the last twenty-four hours?
5. Do you manipulate or allow others to manipulate you?
6. Do your behaviours focus on getting other's approval regardless of how you truly feel?

If you answered yes to three or more of these questions, then you may not be *the Professional you think you are*.

Learn the secrets to create and transform your professional presence with two of the most sought after Coaches in North America. Louise Fox is one of North America's leading dining and etiquette experts. She will offer her seasoned perspective and expertise in dining and conversational dynamics. Executive and Leadership Coach Kelly-Lee Mansi knows the secret formula of executive presence and has become one of the most sought after professional presence coaches by global corporations. Even "The Donald" wanted to hire her just to learn more.

## *Join Louise and Kelly-Lee and you will learn*

- The foundational components of Professional Presence.
- How to scan and assess a social situation and adjust your presence accordingly.
- How to create the perfect professional impact in any business setting.
- How to out class the competition in any dining and networking setting.
- Why elevator speeches constantly fail.
- Why the Golden Rule doesn't work.
- When to stop selling and let the customer buy.
- What Mr. Rogers knew.

## *Who should attend*

- Managers and Executives
- Professionals whose success is dependent upon networking
- Sales and Marketing professionals
- Business Development professionals
- Front Line Service professionals
- Ambitious professionals who want career advancement

## *Maximize Your Professional Presence*

During this interactive day you will start with an initial assessment of your professional presence identifying the gaps and then learn how to create the professional presence necessary for your success. Louise and Kelly-Lee will share the secrets to transforming yourself to maximize your professional presence for even more success with live one-on-one coaching.

1. Assessment of your Professional Presence
2. Components of Professional Presence
3. Transforming your Professional Presence
4. Outclass the Competition with Live Dining Etiquette Coaching
5. Live Networking Coaching

Be ready for a very interactive day of transformation as Louise and Kelly-Lee empower you in a fun and informative way.

**JOIN US** | Friday, November 2, 2007 from 8:30 am to 5:00 pm at The Board of Trade  
1 First Canadian Place in Toronto. Breakfast, lunch and cocktail networking event included.  
Registration is \$449 per person. Special group rate available for groups of ten (10) or  
more.

*Click to Register Today!*



### Introducing Kelly-Lee Mansi, PCC, CHRP

KELLY-LEE'S ENERGETIC, uplifting spirit touches everyone and inspires their lives. In a chance meeting with Donald Trump he was touched by Kelly-Lee's spirit and enthusiasm and during their conversation he laughed and said "You're Hired."

President and Founder of *Courageous Conversations*, Kelly-Lee Mansi, PCC is an Executive and Leadership Coach who works with individuals, entrepreneurs and corporate clients. She partners with individuals and organizations to help them achieve business and personal success through coaching and facilitation. Kelly-Lee's signature program *Uncover the Brilliance Within*™ and *Let It Shine*™ has become one of the most sought after keynotes world wide. Her coaching success stories and expert leadership advice have been showcased in the media and television including *the National Post*, *Metro News* and industry trade magazines such as *the Insurance Journal*.

Since 1989, Kelly-Lee's insightful leadership coaching has helped revitalize and launch new careers for more than 10,000 executives and professionals at major Fortune 500 companies around the world. She has been referred to as "a CEO's secret weapon in executive intelligence."

To learn more about Kelly-Lee, visit [www.courageousconversationsinc.com](http://www.courageousconversationsinc.com).



### Introducing Louise Fox, CPC

LOUISE FOX IS THE ETIQUETTE LEADER; her companies *The Etiquette Ladies* and *Louise Fox Protocol Solutions* have become North America's source of expertise on etiquette advice. Louise presents business etiquette, international protocol and dining seminars to business professionals who wish to "Outclass the Competition."

Louise has twenty years business experience in the food service, hospitality and special event planning industries. Following a successful career as a provincial government consultant, she trained as a chef at the Cordon Bleu School in London, England. She has been trained and certified in Business Etiquette and International Protocol at the prestigious Protocol School of Washington and at the International School of Protocol In Baltimore.

Louise is the etiquette coach for *Women's Network* top-rated television program "Style by Jury," and the consultant on the Food Network's new show "Chef School," premiering this September. She is an instructor at Georgian College and is quoted in many National newspapers and trade publications, magazines such as *Flair*, *Chatelaine*, *Canadian Living*, *Glow* and is a frequent guest on *Breakfast Television*, *Omni*, *Rogers*, *Global* and *CBC*, and *CTV*.

To learn more about Louise Fox visit [www.louisefoxprotocolsolutions.com](http://www.louisefoxprotocolsolutions.com).