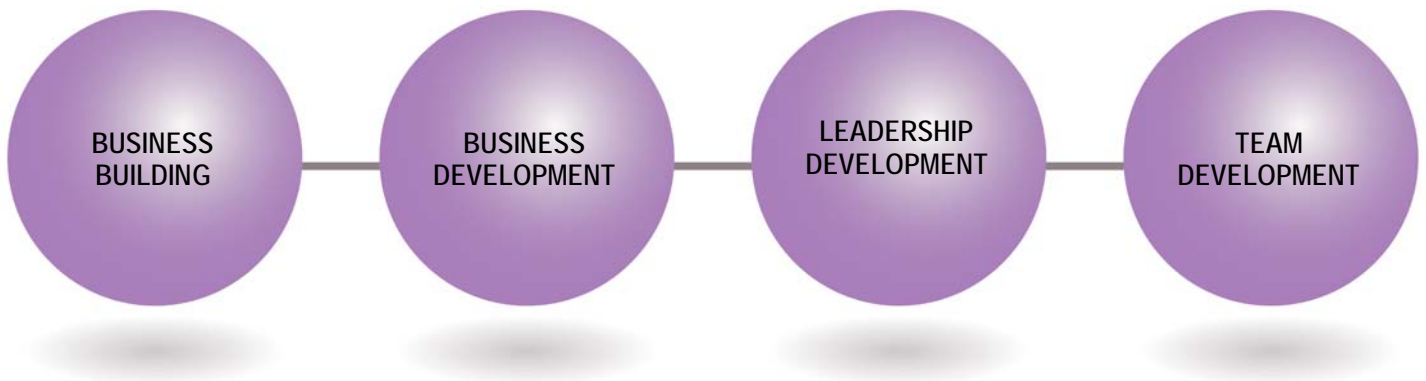


PROFESSIONAL DEVELOPMENT

Many organizations claim that people are their most important asset – and according to **The Harvard Business Review** (March 2004) that's pretty smart thinking. Why? Because companies that invest in employee development (double their competitors investment) outperformed the S&P 500 by more than 17%.*

Are you investing in your most important asset?



Courses:

<ul style="list-style-type: none"> HR Administration Pre-Employment Selection Recruitment and Retention Behavioral Based Interviewing Regulatory Issues Performance Management Relationship Management 	<ul style="list-style-type: none"> Developing a Sales Culture Adopting a Sales System On-Boarding New Sales People Building Essential Sales Skills Keeping the Skills Alive Incorporating incentives 	<ul style="list-style-type: none"> Leadership Assessment Leadership Styles Communication Essentials Building Collaboration Execution Creating Accountability Systems Thinking 	<ul style="list-style-type: none"> Setting Expectations Stages of Team Development Communication Essentials Team Tools Working in Concert Getting Results Organizational Alignment
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*The authors' research measured the effect of spending on employee education and training on the stock of 575 publicly traded companies between December 2001 and January 2004

