# CDU Receipt

**What’s Your Genius?**

The industrial economy is dead! Are you positioned to compete in today's Intellectual economy? 80% of the United States' GDP is now in services not manufacturing. In the intellectual age, people are the new raw material. The real value of an employee in today's organizations is based on their ability to think, not do. We can no longer throw bodies at problems.

 Session attendees will learn:

* To better understand, communicate and manage customers and co-workers based on four distinct communication styles
* Successful strategies to deal with stress, lack of communication and aggressive behaviors
* How to earn trust from a prospect quickly
* Gain understanding of their own behavioral and motivational style
* Experience the advantages of high-performing teams over traditional work groups.
* Results of a seven year study and 300,000 people followed... what is the commonality among those who are hyper-successful?
* Why are some people able to work less and achieve more while others struggle?
* The dynamic differences between the Industrial Economy and Intellectual Economy and what to do about it!
* So WHAT now WHAT? Tactics you can apply today that will initiate the action towards your professional dreams and aspirations!
* Fun, accurate and user-friendly means to connect with challenging individuals
* Easy to remember and immediately applicable

**ID:** IIBACIC2018\_11  
**Contact Hours:** 1

**BABOK Coverage:**  BABOK Ch 9 – Underlying Competencies

## Presenter(s)

**Bryan Arzani of Results Group LLC**

Bryan Arzani is the President of Innermetrix North America.  An international psychometric assessment and profile organization.  He is co-founder and VP of The Results Group.  A National Consulting and Human Capital Organization.  Bryan is a nationally recognized key note speaker, facilitator and trainer specializing in talent alignment. Mr. Arzani's straight forward, no nonsense approach to empowering individuals to get out of their own way and objectively interrogate the gaps between their current situations has enabled him to achieve greater results with clients in a shorter time frame. Bryan has the unique ability to make the programs relevant to ALL AUDIENCES in a way only few can.

Bryan will talk to the EVERY-increasing need for "PERSONAL Relevance"...  what will the market buy tomorrow?  Will it be YOU?  RESUMES, Skills and KNOWLEDGE are commodities!  So what is that special something needed to have a career of relevance and success?  The innovative self is the only path to success!  SO WHAT... HOW DO I DO IT?  In 30 short minutes Bryan will impart techniques that are immediately applicable for you!  Knowing where to INVEST your energy and leverage your talents is the first step!

## Event Details

## **Date:** 15 Nov-2018 at 11 am

**Location:** John Deere, 6400 NW 86th St, Johnston, IA 50131

# Validation

This receipt is proof of attendance at the meeting described above by the following individual:

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Attendee Name