



## CTN BROADCAST

**THURSDAY, JULY 10, 2008**  
9:30 – 10:30 AM CT / 10:30-11:30 AM ET

### LEADERSHIP TRACK

## ***Coaching for Success: How to develop your next top performer***



**Featuring: Patrick Sweeney, Executive Vice President [Caliper](#)**

**Target Audience:** Leaders, Managers, Supervisors and HR Associates

#### **Program Overview:**

With today's workforce, it is more important than ever to hire and develop top performers. Knowing what motivates your employees is crucial so you can help them reach their full potential. Some employees need recognition. Others insist on control. Some require direction. Others strive to make things happen. Some want to be part of a group effort. Others look for challenges and opportunities to grow. Some want stability. Others are willing to take chances. Some are driven by competition. Others derive a sense of satisfaction from coming through for others. Employee development requires enormous insight.

In this broadcast, Patrick Sweeney will discuss Caliper's approach to hiring and developing top performers. You'll also learn how to clarify what drives you and each of your employees. . With this knowledge, you'll be able to hire more effectively and coach to develop the potential of each of your employees. You'll draw upon each individual's untapped abilities. You'll ensure they feel valued. And you'll keep your best performers growing with your company.

#### **Learn how to:**

- Clarify employee motivational drivers – personality assessments
- Identify the qualities needed to succeed
- Develop your coaching ability and the potential of your staff

#### **Follow-up Web Conference:**

July 22, 2008 "Designing Effective Reward and Recognition Programs"

For more information, contact:  
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