

Northwest Leadership Seminar 2007

Exploration of Leadership



Featuring:

MACH 25 LEADERSHIP – THE REAL “RIGHT STUFF”
Colonel Rick Searfoss

INFLUENCE – THE ULTIMATE POWER TOOL
Dr. Robert Cialdini

CHARACTER FIRST - DYNAMIC LEADERSHIP
Sheriff Ray Nash

THE REWARDS OF MAKING A DIFFERENCE
Arnold Shapiro



March 7-9, 2007
Portland, Oregon

Red Lion on the River
Jantzen Beach

NORTHWEST LEADERSHIP SEMINAR 2007

WEDNESDAY - MARCH 7, 2007

7:00 AM Registration Opens

8:30 AM Session Begins

MACH 25 LEADERSHIP – THE REAL “RIGHT STUFF”

Colonel Rick Searfoss



Purpose, Program, People, Perspective: True leaders balance all these elements to get the job done, build their organization, and uplift those they lead. From personal experience, Colonel Searfoss knows that commanding a human space mission requires the utmost in competent, trustworthy, and service-oriented leadership: the real “right stuff”. Too much is at stake for anything less!

Colonel Searfoss will present his guidelines for attitudes, actions and approaches for today’s leaders:

- Launching the Passion
- Energizing the Mission
- Bonding the Crew
- Pushing the Limits
- Flexible Adaptability
- Service Before Self
- Framing the Challenge
- Dynamic Listening
- Developing “Strong Wingmen”
- Staying the Course... and others

Every organization needs solid, principle-centered leaders. This presentation brings home crucial leadership lessons from a technically driven, yet supremely human endeavor. These same lessons apply for any leader. No matter how technical or process-driven your industry, people make it happen – and people need leaders of integrity, competence, and courage to move them forward.

As an astronaut with three space missions, Colonel Rick Searfoss shares some of the most unique human experiences possible. During his career, he commanded the STS-90 NeuroLab flight on Columbia, the most complex science research space mission ever. He also piloted two other space flights, including a joint Russian-American mission to the Mir space station.

12:00 Noon Lunch (Provided with your registration)

1:30 PM Seminar Reconvenes

INFLUENCE – THE ULTIMATE POWER TOOL

Dr. Robert Cialdini



In the field of influence and persuasion, Dr. Cialdini is the most cited social psychologist in the world today. Extensive training and over 30 years of research has earned him an international reputation as an expert in the fields of persuasion, compliance and negotiation.

This presentation will enable participants to:

- Identify those psychological principles that will most effectively influence others to say “yes” to their requests.
- Recognize how to employ these principles in positive, rather than manipulative ways to produce change in others that is effective and ethical.

Dr. Cialdini distinguishes agents of influence of three types: Bunglers, Smugglers, and Sleuths.

The “Bungler” is the individual who doesn’t understand how to use the most powerful principles of influence and, consequently, fumbles away opportunities for beneficial change.

The “Smuggler” is the person who understands these principles of influence perfectly well, but who imports them illicitly into situations where they don’t naturally exist, thereby producing gain that is one-sided and temporary.

The “Sleuth” on the other hand, uncovers the power principles that naturally reside in the influence situation and brings them to the surface to the long-term advantage of both parties. Through specific examples, Dr. Cialdini shows that it is only through the Sleuth’s approach that an influence agent can bring about the desired change in others that is both effective and ethical.

5:30 PM A “Networking Event” and vendor displays, with hors d’oeuvres, follows the Wednesday afternoon session to provide an opportunity for participants to interact informally.

MARCH 7, 8, AND 9, 2007

THURSDAY - MARCH 8, 2007

8:30 AM Session Begins

Watch the website at www.nwleadershipseminar.com for details on the presenter selected to complete the program for the 2007 Seminar.

12:00 Noon Lunch (Provided with your registration)

1:30 PM Seminar Reconvenes

CHARACTER FIRST - DYNAMIC LEADERSHIP

Sheriff Ray Nash



Sheriff Nash of Police Dynamics returns to present the Dynamic Leadership component of the Character First curriculum, one of the most highly rated programs ever presented at the Northwest Leadership Seminar.

You will be introduced to the character-based principles and equipped with powerful insights on how to successfully promote character through dynamics - concepts that play a large role in determining the success of leaders:

- Dynamic of Supervision
- Dynamic of Change
- Dynamic of Discipline
- Dynamic of Leadership

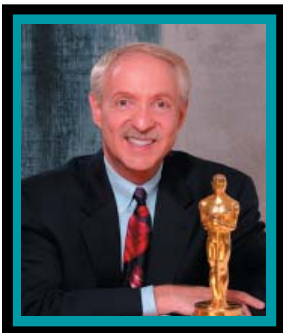
Discover the dynamic principles of character development that create outstanding leaders by building integrity, accountability, and professionalism. The power for positive change rests within our relationships. Strong, character-based relations lead to higher morale within an agency. Don't let another day pass without seeking to make your agency better!

FRIDAY - MARCH 9, 2007

8:30 AM Session Begins

THE REWARDS OF MAKING A DIFFERENCE

Arnold Shapiro



From the world of Hollywood, this Academy and Emmy Award winner producer draws relevant parallels between show business and your business. Using decades of experience as an entrepreneur, innovator, and risk-taker in one of the most competitive businesses in the world, Arnold offers an entertaining and enriching presentation aimed at achieving greater success, better results, and increased motivation.

You will enjoy Arnold's personal journey from a middle-class childhood with no special talents or Hollywood connections - to an extraordinarily successful and award-winning career. When Arnold asks "Why me", his answers contain the success strategies necessary to excel in any career. He illustrates his fascinating true stories of overcoming obstacles with humorous and dramatic film clips that make his presentations as visually entertaining as they are informative and inspiring. The combination of insight and wisdom as an experienced coach and the optimism of a cheerleader delivers an inspiring approach to peak performance.

Arnold is the Oscar and Emmy Award-winning producer of the documentaries "Scared Straight" and "Heroes of Iwo Jima", the television series "Rescue 911", and "Big Brother". His long list of awards and accomplishments includes 5 television movies, 28 series and more than 90 documentaries and specials.

12:00 Noon Closing remarks conclude the seminar

NORTHWEST LEADERSHIP SEMINAR - MARCH 7-9, 2007

Red Lion on the River - Jantzen Beach - Portland, OR

Located on the south bank of the scenic Columbia River, the Red Lion on the River is conveniently located just off I-5, only ten minutes from downtown Portland, and 12 minutes from Portland International Airport via complimentary hotel transportation. Vancouver, Washington is just across the Interstate Bridge and shopping is conveniently located nearby.

Each guestroom features large work areas, two phones, in-room coffee, voicemail, and 25-inch TVs with in-room movies. Many rooms also have beautiful views. Business services, fitness center, tennis courts, boat dock, outdoor pool and hot tub are available on site, with golf courses, boating, and skiing nearby.

For reservations, please call 1-503-283-4466.

Register Online

Visit our Web Site at www.nwleadershipseminar.com to register online.



Educational Credits are available for training received at this seminar:

- **Western Oregon University:**
Visit the WOU desk on Wednesday morning
- **Oregon**
Attendees from Police, Law Enforcement and Criminal Justice must sign the DPSST F-6 Attendance Roster, which will be located near the registration desk. OREGON attendees from Fire Service: A letter of completion will be sent directly to you following the 2006 Seminar to be included in your agency's internal training files.
- **Washington:**
Attendees from Police, Law Enforcement and Criminal Justice: A letter of completion will be sent directly to you following the 2006 Seminar to be included in your agency's internal training files.
- This seminar satisfies 20 hours of leadership training for law enforcement certification

LAST DAY FOR CANCELLATIONS IS FEBRUARY 23, 2007. REGISTRATIONS ARE TRANSFERABLE.

Please contact Griffin-Tabor, Inc at 503-365-0222 prior to the seminar or advise the registration staff at check in of name changes.

PLEASE NOTE: Your completed registration form for the 2007 Northwest Leadership Seminar is an OBLIGATION TO PAY. We honor that commitment and will be unable to issue refunds for cancellations received after February 23, 2007.

38TH ANNUAL NORTHWEST LEADERSHIP SEMINAR REGISTRATION (REPRODUCE FOR ADDITIONAL REGISTRANTS)

Last Name _____ First Name _____

Position _____ Agency _____

Mailing Address _____

City _____ State/Prov _____ Zip/PC _____

Phone (_____) _____ Email _____

Make checks payable for \$275.00 to: Northwest Leadership Seminar; Billing Authorization # _____

Mail registrations to:

Don Milligan, Registrar
c/o Griffin-Tabor, Inc
727 Center Street NE, Suite 300
Salem, OR 97301
or Fax to: (503) 365-7893
Questions: (503) 365-0222

Signature _____

Credit Card Type - MASTERCARD VISA

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Or, register online at www.nwleadershipseminar.com