

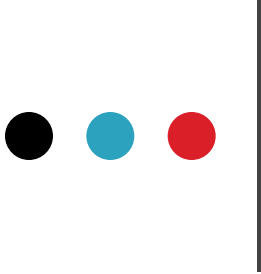


PI[®] Fridays with Bob

September 24, 2010

Bob Wilson, Facilitator

A D V *i* S A



Introduction: What is PI Fridays with Bob?

- Evolving
- Opportunity to engage and share
- Live forum for discussion



Format

- One hour maximum
- Last Friday of every month
- 9 a.m. ET
- 15-30 min. talk on a specific topic
- 15-minute question & answer period on the day's topic



Format

- 15-30 min. answering submitted audience questions on topics such as:
 - PI
 - Management
 - Leadership
 - Organizational Planning
 - Organizational Development
 - Sales/Customer Service
 - Email your questions to: bwilson@advisausa.com anytime up to 1 week in advance



Self-Confidence is the Currency of Productivity



Self-Confidence is the Currency of Productivity

“Confidence gives you courage and extends your reach. It lets you take greater risks and achieve far more than you ever thought possible. Building self-confidence is a huge part of leadership.”

- Jack Welch, *Straight From the Gut*

“Giving people self-confidence is by far the most important thing that I can do.”

- Jack Welch



Bob's Truths

- You haven't motivated someone if you haven't built self-confidence
- Self-confident people are more productive
- People achieve confidence in differing ways
- PI measures those differences
- Applying the lessons of PI builds self-confidence
- Greater self-confidence yields greater productivity



Self-Confidence is the Currency of Productivity

- What am I doing today and everyday to increase the self-confidence of the people around me?
- Is it enough?
- What's the cost of my staff not operating with maximum self-confidence?



Summary

“Confidence gives you courage and extends your reach. It lets you take greater risks and achieve far more than you ever thought possible. Building self-confidence in others is a huge part of leadership.”

- Jack Welch, *Straight From the Gut*

“Giving people self-confidence is by far the most important thing that I can do. Because then they will act.”

- Jack Welch

“Self-Confidence is the currency of productivity.”

- Bob Wilson



Next Session

October 29th - 9 a.m. ET

Visit our blog at:

<http://blog.advisausa.com/blog/advisa>

A D V **i** S A



Bob Wilson

President and Founder

bwilson@advisausa.com

A D V **i** S A

Predictive Index, PI Worldwide, PI, PI (plus circle design), PEOPLE SMART, RESULTS DRIVEN., Predictive Index Management Workshop, Predictive Leadership Series, accessPI, Customer-Focused Selling, and Selling Skills Assessment Tool are registered trademarks and trademarks of Praendex Inc. in the United States and other countries. Any use without the express written consent of Praendex Inc. is strictly prohibited.