

Programs tailored to meet the needs of Presidents, CEOs, entrepreneurs and their top team members

When you book a speaker, you want to be assured of relevancy, performance and appropriate content – one who helps you to GET RESULTS!

SUCCESS PLANNING, SUCCESSION & IMPLEMENTATION EMBRACING CORPORATE CHANGE • STRATEGIC GROWTH MANAGEMENT KEEPING AHEAD OF THE COMPETITION PROJECT MANAGEMENT

Most Requested Programs

Succession: Understanding the Importance of Who Comes Next

For many leaders, succession is something to worry about, tomorrow. And if your plan is not in place when a change event happens, you are at the mercy of someone, or something else. Learn how to become prepared!

You will learn how to:

- Identify the key succession issues in your organization
- Harness the expertise you need to address succession
- Court and recruit (or sell to) external successors

How to Keep One Step Ahead of YOUR Competition

Keeping one step ahead of your competition is always a challenge. Knowing who your competition is, is more challenging still.

You will learn how to:

- Get on a prospect's radar screen
- Identify your prospective competitors
- Narrow the field and stop competing with yourself

Project Management:

How to Complete Projects on-time, on-target and within budget

You will learn how to:

- Cut the fat out of the estimating process
- Avoid traditional scheduling that commits most projects to failure
- Empower project leaders at every project level
- Reduce overall project costs by paying more for some elements

Every Day's A Holiday – Celebrate!

Ideal for anyone who has ever had a life challenge, and everyone who doesn't remember the one they had.

You will learn:

- Why nothing can really beat you.
- Why attitude is central to survival.
- How to hold on to those celebratory moments.



Working with leaders who want to master growth, transition and succession

GET RESULTS - Schedule John Reddish today!

Call toll free 800.726.7985

Represented internationally by: Advent Management International, Ltd.
Phone 610.388.9335 • Fax 610.388.9338 • e-mail JohnR@GetResults.com

www.GetResults.com





John Reddish, CMC
 PROFESSIONAL SPEAKER
 FACILITATOR
 CONSULTANT • AUTHOR
 MANAGEMENT TRAINER

Partial Client List:

- American Management Associations, International
- American Society for Quality
- Association of Area Business Publications
- Boston University
- Buck Consultants
- Burndy, Inc.
- Delaware Quality Awards
- Immaculata College
- President's Associates
- INC. Seminars
- Liberty Mutual
- National Telephone Cooperative Association
- Penn State University
- Pfizer
- Phelps Dodge
- Presidents' Association of American Management Associations
- Texas Tech University
- Textron
- W. R. Grace

Affiliations Include:

- American Arbitration Ass'n panel of arbitrators
- National Speakers Association
- Pennsylvania Business Brokers Association

Get Results!

The speaker who knows from experience how to get results by solving problems and seizing opportunities. But more importantly, he knows how to get a message across to your audience in a way that will stimulate them to question, evaluate and ACT!

ALREADY GETTING RESULTS...

"...precise and thought-provoking. The program was well-planned, and he was well-versed on all his topics."

- Education Coordinator, Nat'l Telephone Cooperative Associates

"Informative and well presented." - Executive, Quality Inns Int'l

"It helped identify potential weaknesses in my approach. The challenge will be to incorporate changes into our current system."

- Executive, Johnson & Johnson

"We covered a lot of material in a fun and informative manner and I liked John's stories." - Manager, Blue Cross/Blue Shield

"I gained more insights and a new perspective on project management." - Executive, Travenol Laboratories

John Reddish is an internationally recognized speaker, consultant and trainer who speaks on succession, marketing and planning. He is the author of "New Techniques For Motivation and Discipline" (Dible 1983) and more than 100 articles on management. His new book, "Succession: Who Comes Next Counts!" will be released in the Fall.

As founder and president of Advent Management International, Limited, Reddish works with leaders to get results in mastering growth, transition and succession issues.

He has published and spoken widely on business issues and earned his BA from Fordham, and his MS from West Chester. John is also a Certified Management Consultant.

John is a former vice president of the Presidents Association of the American Management Associations, and worked for RA Group, an advertising and public relations agency, the New York State Nurses Association, IBM, Edison Electric Institute and the Civil Service Employees Association.

GET RESULTS!

Get John Reddish to speak to your group

Call toll free 800.726.7985 today!

Phone 610.388.9335 • Fax 610.388.9338

e-mail JohnR@GetResults.com

www.GetResults.com

Succession

Understanding that what you do NEXT counts!

For many leaders, succession is something to worry about, tomorrow. And if your plan is not in place when a change event happens, you are at the mercy of someone, or something else. Learn how to become prepared!

Ideal for: Company presidents, entrepreneurs and their top team members. Leaders facing changes in key personnel.

You will learn how to:

- Identify the key succession issues in your organization
- Harness the expertise you need to address succession
- Find and develop internal successors
- Court and recruit (or sell to) external successors
- Make the best deal for your organization and yourself

About your presenter:

John Reddish, and his associates, work with leaders to develop and implement succession strategies.

Your Choice of Format:

- Interactive Session - 1 hour overview
- Keynote Speech
- Key Issue Session - 3 hour workshop
- Implementation Program (call for more details)
- Consulting (one-on-one counseling with you and members of your team)

Call Toll Free (800) 726-7985

for availability and fees.

John Reddish, CMC

Advent Management International, Ltd.
e-mail JohnR@GetResults.com
www.GetResults.com



Competition

How to Keep One Step Ahead of YOUR Competition

Keeping one step ahead of your competition is always a challenge. Knowing who your competition is, is more challenging still.

Ideal for: Presidents, entrepreneurs and their top team members.
Key sales and marketing leaders.

You will learn how to:

- Get on a prospect's radar screen
- Identify your prospective competitors
- Narrow the field and stop competing with yourself
- Confirm the sale and begin selling more

Your Choice of Format:

- Interactive Session - 1 hour overview
- Keynote Speech
- Key Issue Session - 3 hour workshop
- Market Review & Analysis Workshop (3 day session)
- Consulting (one-on-one counseling with you and members of your team)



About your presenter:

John Reddish, and his associates, work with leaders to identify and eliminate ordinary competition.

He has been interviewed in *CNNfn*, *Entrepreneur*, *Newsweek*, *Productive Leader*, *Successful Meetings* and *Training Magazine*.

Published articles have appeared in the *AMA Management Review*, *Capital District Business Review (NY)*, *Dartnell TeamWork*, and the *NRECA Management Review*.

Call Toll Free (800) 726-7985

for availability and fees.

John Reddish, CMC

Advent Management International, Ltd.

e-mail JohnR@GetResults.com

www.GetResults.com

Project Management

How to complete projects on-time, on-target and within budget

Why completing projects seems more difficult than ever, even though it isn't.

Ideal for: Company Presidents and entrepreneurs who work in a project-ized environment and their top project leaders.

You will learn how to:

- Cut the fat out of the estimating process
- Avoid traditional scheduling that commits most projects to failure
- Empower project leaders at every project level
- Reduce overall project costs by paying more for some elements
- Eliminate surprises and cost overruns

About your presenter:

John Reddish, and his associates, work with leaders to eliminate problems and speed projects to completion.

Your Choice of Format:

- Interactive Session - 1 hour overview
- Keynote Speech
- Key Issue Session - 7 hour workshop
- In-Depth Workshop (2 day session)
- Consulting (one-on-one counseling with you and members of your team)

Call Toll Free (800) 726-7985

for availability and fees.

John Reddish, CMC

Advent Management International, Ltd.

e-mail JohnR@GetResults.com

www.GetResults.com



Special Personal Testimony Presentation

"We are handicapped. For most of us, though, the handicaps are on the inside, and subtle. Cancer gave me a chance to take a second look at life. I like this new perspective. Every day's a holiday!"

Every Day's A Holiday – Celebrate!

John Reddish survived a broken home and parochial school.

He's beaten cancer, gotten past his mid-life crisis and snatched defeat out of the jaws of victory; and snatched victory from the jaws of defeat. He knows bit parts and about starring roles. His mother still asks if he will ever get a real job.

Ideal for: Anyone who has ever had a life challenge, and everyone who doesn't remember the one they had.

You will learn:

- Why nothing can really beat you.
- Why attitude is central to survival.
- How to hold on to those celebratory moments.
- How to tell your loved ones that it's OK.
- When to share and when to celebrate quietly.
- How to come to terms with why you sometimes think you "don't count."



Your Choice of Format:

- Interactive Session
- Keynote Speech

Call Toll Free (800) 726-7985

for availability and fees.

John Reddish, CMC

Advent Management International, Ltd.
e-mail JohnR@GetResults.com
www.GetResults.com