

How top executives can experience a 400% increase in Strategic Thinking time

Getting groups to focus on critical issues should be easy. However, according to the Harvard Business Review (Stop Wasting Valuable Time - Sept. 2004), less than 5% of executives surveyed working in \$1 billion plus organizations report having a rigorous and disciplined process for focusing top management's time on their most important issues.

"Meetings are frequently a waste of everyone's time" says Jerry McNellis, Founder of The Executive Decision Making System and The Compression Planning Institute, Pittsburgh, PA. "Most meetings occur for the sake of involvement and sharing information - they are an exercise. It's too expensive to do business this way."

Jerry is a fun, insightful interview. He'll share with your audience:

- Why most meetings fail before they ever begin
- How to facilitate the 3 components of a "successful meeting"
- How to "push problems down" and "drive solutions up"
- A startling insight about the decisions executives make
- Why typical Brainstorming is meaningless
- How a simple 7-step process can cover 95%+ of your meetings
- How to dramatically increase accountability with action items
- Why so called experts are normally the worst people to lead a meeting

Jerry McNellis has facilitated countless meetings and trained thousands of individuals in how to lead better ones. He developed The Executive Decision Making System used by executive teams across the country. He is also a guest presenter for Geneva College in their Master of Science in Organizational Leadership's Decision Making class.

To get more information about meetings that produce guaranteed results, call Jerry at 724-746-1220.