









The Emmerich Group 2010 Event Glossary

(Dates and locations subject to change)



Date	Event	Details	Who
<p>January 26-27, 2010 Dallas, TX</p> <p>SOLD OUT</p>	 <p>Public Event</p>	<p>Discover the profit-rich secrets of how to transform your workplace into a <i>Thank God It's Monday™</i> environment, develop a full pipeline of high-potential leads with almost no marketing budget, and shift your people from order takers to business developers.</p>	<p>CEOs, presidents, executives, and top “movers and shakers”</p>
<p>April 27-28, 2010 Minneapolis, MN</p> <p>SOLD OUT</p>	 <p>Public Event</p>	<p>Discover the profit-rich secrets of how to transform your workplace into a <i>Thank God It's Monday™</i> environment, develop a full pipeline of high-potential leads with almost no marketing budget, and shift your people from order takers to business developers.</p>	<p>CEOs, presidents, executives, and top “movers and shakers”</p>
<p>April 29, 2010 Minneapolis, MN</p> <p>SOLD OUT</p>	 <p>Member Clients Only</p>	<p>Walk away with your year of rollouts planned, fine tuned, and optimized for kick-butt results. Discover the secret breakthroughs of other Hoopla Teams® and how they make them happen!</p>	<p>Designed for your entire Hoopla Team.</p>
<p>May 13-14, 2010 Minneapolis, MN</p> <p>SOLD OUT</p>	 <p>Invitation Only</p>	<p>Radically rewire your mind about your possibilities and your ability to transform others and lead. Raise your consciousness and tap into your power to lead extraordinary change, far beyond the applauded successes you've already created.</p>	<p>CEOs and Presidents of high-performing organizations. By invitation only.</p>
<p>May 18-19, 2010 Minneapolis, MN</p> <p>SOLD OUT</p>	 <p>Public Event</p>	<p>Discover how to lead transformation and shift culture within your organization. Become skilled at creating significant emotional events, developing codes of honor, enrolling your employees to become unstoppable, and preventing and correcting dysfunctional behavior.</p>	<p>Executive and all senior leadership team members, department heads, trainers, and human resource professionals—send your clients. This one is for non-bankers as well.</p>
<p>June 15-16, 2010 Minneapolis, MN</p> <p>SOLD OUT</p>	 <p>Public Event</p>	<p>Radically rewire your mind about your possibilities and your ability to transform others and lead. Raise your consciousness and tap into your power to lead extraordinary change, far beyond the applauded successes you've already created.</p>	<p>Executives, leaders, and those identified as potential executives</p>
<p>September 14, 2010 Chicago, IL</p>	 <p>Public Event</p>	<p>Radically rewire your mind about your possibilities and your ability to transform others and lead. Raise your consciousness and tap into your power to lead extraordinary change, far beyond the applauded successes you've already created.</p>	<p>Executives, leaders, and those identified as potential executives</p>
<p>September 15-16, 2010 Chicago, IL</p>	 <p>Public Event</p>	<p>You will walk out of this session with a template of actionable ideas, key initiatives, and implementation plans that will make the impossible possible.</p>	<p>For groups up to 7 people—your senior executive team and candidates for promotion to an executive position to develop their strategic thinking.</p>

The Emmerich Group 2010 Event Glossary

(Dates and locations subject to change)



Date	Event	Details	Who
<p>September 21-22, 2010 Chicago, IL</p>	 <p>Public Event</p>	<p>Discover the profit-rich secrets of how to transform your workplace into a <i>Thank God It's Monday™</i> environment, develop a full pipeline of high-potential leads with almost no marketing budget, and shift your people from order takers to business developers.</p>	<p>CEOs, presidents, executives, and top “movers and shakers”</p>
<p>October 19-20, 2010 Minneapolis, MN</p>	 <p>Member Clients Only</p>	<p>A two-day event for those who have completed Marketing & Sales Management Boot Camp I™. Come back for another round and kick it up a few notches by putting the finishing touches on your marketing and sales process.</p>	<p>Exclusively for those who have attended Boot Camp I</p>
<p>October 21, 2010 Minneapolis, MN</p>	 <p>Member Clients Only</p>	<p>Stop giving away margins and fees to get the sale and to go after and win the big elephants. This program will give you the tools and templates to turn even the most analytical lender into a top-performing business attractor.</p>	<p>Insurance agents, commercial lenders, trust officers, private bankers, sales managers and any person who sells high ticket items with heavy competition.</p>
<p>October 22, 2010 Minneapolis, MN</p>	 <p>Member Clients Only</p>	<p>Discover the day-to-day approaches of sales managers who create outstanding growth. Unlock the secrets of how to coach high performers and under performers, measure the RIGHT things, and know the 47 high-impact functions of a top-performing sales manager.</p>	<p>Presidents, sales managers, executive vice presidents, and those who support the complex sales process.</p>