



90+ YEARS | 5 CONTINENTS
5,000+ MANAGERS TRAINED



TAKE YOUR MANAGEMENT SKILLS TO THE NEXT LEVEL

Leader Talent, LLC
A Premier Management
Development Training Solution

OUR MISSION

Our Mission Is to
Empower and
Enable Your
Business to Grow by
Unlocking Your
Leadership and
Team Potential



CONTACT US

315-317-6805

contact@leadertalent.com



REGISTER HERE

ABOUT LEADER TALENT

Now located right here in Palm Beach County, our team has a combined 90+ years of experience training and developing high-performing managers at Fortune 500 multinational corporations around the world.



We work with small to mid-sized businesses to bring them the Best Practices and Proven Management Development Solutions by offering our flagship program “*Top Must-Have Leadership Skills for Business Owners and Their Teams*”, our *LeaderTalent Signature Workshops*, and *Executive Leadership BOTH® Method Certification*.

Our Trainers



Pavel Mischenko

Founder, Business Trainer / Coach/ TEDx Speaker

Raising EQ, Equipping with Must-Have Tools, & Turning Your Managers into Successful Leaders.

[View bio ----->](#)



Dr. Mark Miller

Senior Trainer, Consultant, and Coach

Developing Whole Leaders with Passion and Vision. Owned and Sold Three Successful Businesses.



Dr. Neil Katz

Senior Consultant, Conflict Resolution and Workplace Mediation Expert & Department Chair, Professor, NOVA SE University

Creating Life-Time Learning that Exceeds Expectations.



Dr. Nekeisha Bascombe

Training & Development Consultant & Conflict Management Strategist

Expert Assisting in Crisis Management, Coaching, Crisis Intervention, Communication, & Conflict Resolution.



Iliana Cruz

Business Coach / Trainer

Successful Corporate Executive bringing effective leadership skills to small business owner and their teams.

WHAT DO EFFECTIVE MANAGERS MANAGE?

We can train your team with top must-have performance management skills to turn them into even more effective managers and inspiring leaders.

Performance Management Process

**Specific Goal/s
Clarification
Review**

Action Plan

Situation/Resources
Analysis
Solutions Production
Decision Making
Review Planning

**Org. Culture
Development
Motivation
Communication
Personality**

Monitor / Feedback

Problem Analysis
Solutions Production
Decision Making
Conflict Management

**Appraisal
Process Review**

CRITICAL IMPACT OF TRAINING ON BUSINESS

Did you know that a study conducted by the Association for Talent Development (ATD) found that ***companies whose owners invested in formalized training experienced a 24 % higher profit margin*** than those who did not? Additionally, ***employee retention rates grew by 30-50%*** at companies with a potent training program.

A 2022 LinkedIn report showed:

- ***94% of employees claimed they would remain with a company*** longer if it simply invested in their professional development
- Learning and ***training at the workplace are important to 87% of millennials.***
- 70% of surveyed workers would be tempted to leave their current workplace for a company that invests in employee development.



EFFECTIVE MANAGERS ARE KEY FOR YOUR BUSINESS

A recent GoodHire study of American workers indicated that **82% of workers said they would potentially quit their jobs because of a bad manager.**

63% said they have either too few or too many meetings with their managers.

Additionally, the study showed that **workers are the most annoyed by managers who micromanage and who ask employees to work outside of working hours.** Workers most desire a manager who is honest and authentic.

Put simply, training improves productivity, employee engagement, and retention. That's where we can help.



OUR THREE MASTER PROGRAMS

Flagship Program:

**Top Must-Have
Leadership Skills for
Business Owners
and Their Teams**



**Leader Talent
Signature Workshops**



**Executive Leadership
BOTH® Certification**



TOP MUST-HAVE LEADERSHIP SKILLS FOR BUSINESS OWNER AND THEIR TEAMS



UNLOCKING YOUR LEADER TALENT

We work with small to mid-sized businesses to bring them the Best Practices and Proven Management Solutions to help them eliminate re-work, retain key employees, improve team morale, and grow their next level of leadership.

Our Value Proposition:

- **Module-based** system of **interactive workshops** for skill-building with **ROI coaching sessions** in between to ensure daily use by the participants of the learned effective management practices
- Program activities are aligned for conquering the current challenges for your organization
- Participant “personality” based training approach



ARE YOU OUR CLIENT?

If you answer Yes to any of these Questions - Let's Talk!

Are you concerned about retaining talent?

Worried about making correct hiring decisions?

Feel frustrated when you observe poor management practices?

Upset about losing time and money due to miscommunication and conflicts?

Unsure of how to help your team grow?

OUR MODULES

Module # 1

- The Manager as a Leader
- Leadership Personality
- Motivation Assessment
- Tapping Hidden Potential



Module # 2

- Goal Setting for Success
- Efficient Action Planning
- Effective Communication Techniques

Module # 3

- Performance Management
- Dealing with Negative Behavior
- Performance & Discipline Management through Coaching

Module # 4

- Developing Productive Teams with Customer and Cost-Saving Focus
- Continuous Mastery



**OUR CLIENTS CONSISTENTLY ACHIEVE
THE FOLLOWING SIGNIFICANT AND
REPEATABLE RESULTS:**

*Improved Operational Productivity and
Efficiency*

*Customer-focused, Cost Saving,
and Creative Teamwork*

Increased Revenue

*Increased Talent Retention and Effective
Management*

Increased Customer Retention

Decreased Expenses

*Enhanced Individual &
Team Engagement*

Accelerated Professional Development

WHAT OUR CLIENTS ARE SAYING

Cesar Salas, SHRM-SCP

2012 – 2020, Head of HR, Administration, Quality and Compliance, Hamburg Süd

I have worked with Pavel for the *past five years* through the development and roll out of the Management Development Program for our region. We have now *242 managers fully trained* and as a result of this project we have had **a 100% increase in our regional 12Q Gallup Engagement scores!** Pavel was able to understand fully our needs every time we have had a special engagement and has always delivered great results to our entire satisfaction. I strongly recommend him as a Management Development Consultant and look forward to continuing to work with him in the future.



“Since I have taken this program, I have grown as a manager. I have retained my staff for over six months now, and as a team, we are still going strong. My organization skills have improved immensely”

“Better management results in staff retention and better use of resources... a better understanding of myself and the ways I deal with others.”

“Feeling more comfortable in my leadership role... better goal planning...clear and on target I feel more willing to take risks... it helps me to consider obstacles and work out solutions in advance.”

OUR SIGNATURE WORKSHOPS

Discover the secret tools
that reveal the personalities
of colleagues and clients



How to master confronting
poor performance and
discipline management

Grow your business by
turning your leadership
blindspots into strengths and
opportunities



Turn stress and conflict into
your allies

DISCOVER THE SECRET TOOL THAT REVEALS THE PERSONALITIES OF COLLEAGUES AND CLIENTS

Creating Better Relationships at
Work and Home



PROGRAM OBJECTIVES:

- Learn how to use the new and revolutionary **BOTH® Personality Model**
- Discover the **“Magic Rule”** for the most **effective teamwork** at work and home
- Understanding and effectively influencing various personalities to increase **productivity and enjoyment**

Your Investment: \$250.00
includes attendance/material
individual assessment
and one-on-one debrief



WHERE:

Boca Raton
Spanish River Library
Ibis Meeting room

1501 NW Spanish River
Blvd
Boca Raton, FL 33431

WHEN:

September 20, 2023

Time:

9:30 am - 12:30 pm



Pavel Mischenko is a corporate trainer and coach by practice and a psychotherapist by training (M.A, Syracuse University).

Since 1999 he has been facilitating programs for the world's largest management development provider - the American Management Association. He designs and implements programs in the areas of Leadership, People Management, Teamwork, and Business Communication.

Pavel is an energetic and motivating speaker, who is focused on making a long-lasting impact on individuals and organizations.

HOW TO MASTER CONFRONTING POOR PERFORMANCE AND DISCIPLINE MANAGEMENT

Increase Productivity and
Engagement While Developing
Your People and Building
Accountability Culture



PROGRAM OBJECTIVES / KEY TAKEAWAYS:

- Understanding the Art and Science of Effective Feedback at Work
- Mastering Specific Practice-Proven Tools for Confrontation
- 4 Steps of Accountability Agreement Management
- Individual approach to feedback:
"Different Strokes for Different Folks"

Your Investment: \$250.00
includes attendance/material
individual assessment
and one-on-one debrief



When:
December , 2023

Time:
9:30 am - 12:30 pm



Pavel Mischenko is a corporate trainer and coach by practice and a psychotherapist by training (M.A, Syracuse University).

Since 1999 he has been facilitating programs for the world's largest management development provider - the American Management Association. He designs and implements programs in the areas of Leadership, People Management, Teamwork, and Business Communication.

Pavel is an energetic and motivating speaker, who is focused on making a long-lasting impact on individuals and organizations.

GROW YOUR BUSINESS BY TURNING YOUR LEADERSHIP BLINDSPOTS INTO STRENGTHS AND OPPORTUNITIES



Do you know all of your leadership blind spots?

We all have blind spots we are unaware of. Even great leaders like you are often surprised to learn about them. Our business and we, personally, can benefit from learning what we don't see and how to use that to grow.

PROGRAM OBJECTIVES / KEY TAKEAWAYS:

- Your specific leadership blind spots
- What they cost you and your business
- How to turn them easily into your leadership strengths and opportunities

Your Investment: \$250.00
includes attendance/material
individual assessment
and one-on-one debrief



REGISTER HERE

When:
October , 2023

Time:
9:30 am - 12:30 pm



Pavel Mischenko is a corporate trainer and coach by practice and a psychotherapist by training (M.A, Syracuse University).

Since 1999 he has been facilitating programs for the world's largest management development provider - the American Management Association. He designs and implements programs in the areas of Leadership, People Management, Teamwork, and Business Communication.

Pavel is an energetic and motivating speaker, who is focused on making a long-lasting impact on individuals and organizations.

TURN STRESS AND CONFLICT INTO YOUR ALLIES

Workplace Conflicts and Stress Are Inevitable.
The Ability to Manage Stress and
Resolve Conflicts Constructively
Is a Critical Managerial Skill That Directly
Affects Productivity, Morale, and Engagement



PROGRAM OBJECTIVES:

- Discover your personal causes of Stress and Conflict you have been "programmed" for
- Learn and Choose appropriate and effective strategies for conflict and stress management
- Master practice-proven techniques for Handling emotionally loaded situations

Your Investment: \$250.00
includes attendance/material
individual assessment
and one-on-one debrief



Time:
9:30 am - 12:30 pm

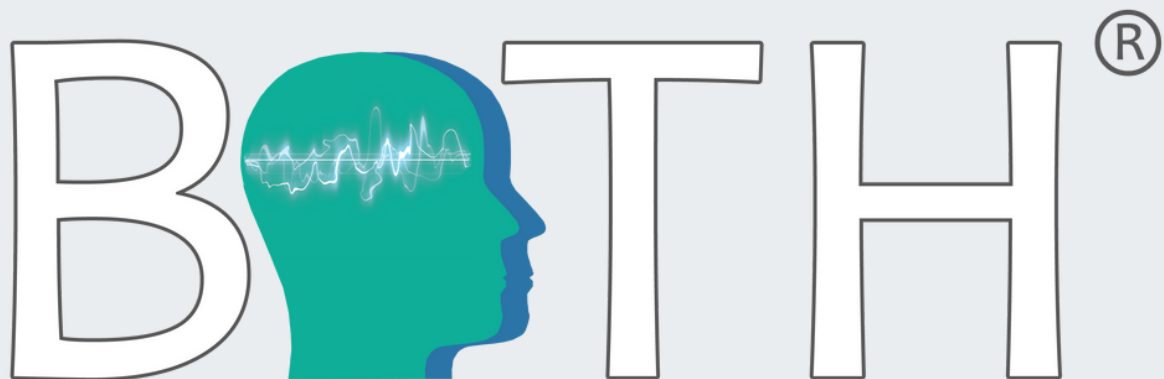


Pavel Mischenko is a corporate trainer and coach by practice and a psychotherapist by training (M.A, Syracuse University).

Since 1999 he has been facilitating programs for the world's largest management development provider - the American Management Association. He designs and implements programs in the areas of Leadership, People Management, Teamwork, and Business Communication.

Pavel is an energetic and motivating speaker, who is focused on making a long-lasting impact on individuals and organizations.

EXECUTIVE LEADERSHIP BOTH® CERTIFICATION PROGRAM



Discover Passwords to Human Minds





This program is designed for **Leaders like You:**
Business Owners, Executives, Managers, and
Other Challenge-Inspired Professionals

Are you eager to grow your business, or enhance your career by effectively managing people's performance, influencing, motivating, and turning conflicts into productive teamwork?

This program will teach you how to leave behind your worries and concerns about:

- *Slow business growth or derailment of your career due to “psychological” issues*
- *Lack of employee engagement (you will motivate even the “difficult” people!)*
- *Guesswork on productive task assignments for a particular individual*
- *Losing your talent, and wasting money & time as a result*
- *Excessive workload and personal stress*
- *Unnecessary “personality” conflicts*

BOTH® FOUNDER



Pavel Mischenko (MS, MA) is a top-notch business consultant and coach who has successfully trained over 5,000 managers and C-level executives in the US, Europe, Africa, Middle East, China, Central & South America.

With an academic background in psychology, psychotherapy & and engineering, Pavel's work combines models and techniques of behavioral science with effective leadership skills - a unique blend that uplifts businesses of all sizes.



OUR PROGRAM

This program will add you one more powerful instrument to your Leadership toolbox to effectively manage people. A deep understanding of the BOTH® Method brings you immediate benefits as you apply it to your work and personal life.

Our promise: **BOTH: *Passwords to the Human Mind***® Method will change how you see yourself, your boss, your clients, your colleagues, and even your partner/spouse. You will learn to both understand them better and how you can leverage your habits to manage each of your relationships in your personal and professional life. You will be a much more successful leader, partner, and even a better parent if you have children.

The program includes:

- ***Next Generation BOTH® Assessment and personalized debrief (45 min) of your results***
- ***10 coaching sessions (45 minutes each)***
- ***Your Success Case Study***
- ***Certificate of BOTH® Executive Leadership***