



ISM—Western New England, Inc.

ISM-Western New England
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“INFLUENCING SKILLS”

February 14, 2019 Breakfast Meeting
ISM – WESTERN NEW ENGLAND:
<http://www.ismwne.com/>

DATE: *Thursday, February 14, 2019* **REGISTRATION and NETWORKING: 7:45-8:00AM**
PLACE: Delaney House **CONTINENTAL BREAKFAST: 8:00-8:30AM**
3 Country Club Road **PROGRAM: 8:30-9:30AM**
Holyoke, MA 01040

Influencing Skills Presentation /// Leveraging the Power of Personality in Your Work Overview:

Wouldn't it be a powerful addition to your skills if you had the ability to tailor your interpersonal approach and communications style to maximize your influencing skills with your boss, peers, subordinates, and even people, with whom you are negotiating? Now you can, simply by leveraging your knowledge of individual personal preferences as measured by the Myers-Briggs Type Index (MBTI). In this presentation, you will learn how to deduce what other people's MBTI is and the knowledge to adapt your approach to them in a way to maximize your influence.

If you have already completed an MBTI, bring a copy of it with you. If not, a number of free on-line clones are available which will give you your MBTI in just a few minutes. I recommend the Jung Typology Test by Human Metrics which is available for free at

<http://www.humanmetrics.com/cgi-win/jtypes2.asp>



Our Speaker: Mr. Bill Lachenmeyer

Bill has over 30 years' experience in Human Resource leadership with 10 years in Vice President of Human Resource roles at two mid-market, publicly traded companies. He has worked in industry sectors as varied as Primary Metals Manufacturing, Marketing Research, Consumer Banking, Automotive Tier One Supplier, Specialty Chemicals, Human Space Flight, Consumer Products, Aerospace Components, and Sporting Goods.

Some of the companies he has worked at include Bank of New York Mellon, Colgate-Palmolive, Smith and Wesson and ALCOA. Bill has a particular passion for the issues and challenges associated with creating healthy cultures that allow organizations to thrive and achieve unmatched performance through maximized employee contributions. Bill possesses a deep store of best practices as a result of diverse experience across HR and business functions, regulated and non-regulated industries, and continents (Europe, Asia and North America).

Bill is the principal of **Best Self Executive Coaching LLC** where he coaches leaders in both the for-profit and not-for-profit sectors. He serves as a trusted advisor and partner, who helps leaders identify the obstacles to achieving their best self, both professionally and personally. A primary focus of his practice has been on developing and refining leadership strengths, addressing potentially derailing behaviors, and helping leaders successfully transition into challenging new jobs and assignments. He coaches leaders who want to manage large-scale change in dynamic environments, become more effective, make better decisions, and achieve more positive results.

He has focused his volunteer efforts in the areas of organizing corporate support for secondary schools and community colleges in disadvantaged communities. In 2012 he was personally recognized by MA Governor Duval Patrick for developing a unique work reintroduction program which retrained and reemployed scores of long-term unemployed US veterans. He has also served on the board of several not for profit community agencies. Bill earned his undergraduate degree in Business Administration from The University at Albany, SUNY, his master's degree in Public Policy from Carnegie Mellon University in Pittsburgh, and a Graduate Certificate in Executive Coaching from William James College in Newton, MA. .

REGISTRATION FORM
Breakfast Meeting / Thursday, February 14, 2019

Cost: Members Free / GUESTS \$30.00 NO SHOWS will be billed.*

“Pay at the door or in advance by charge card”.

REGISTRATIONS AND CANCELLATIONS DUE BY Tuesday, February 11, 2019

EXPRESS REGISTRATION – click on the link below:

<http://www.ismwne.com/efeb2019.shtml>

or, alternative registration:

Print, fill out, then email or fax this form to: kczarnecki@mestek.com

Name _____ Phone (_____) _____

Company Name _____ Fax (_____) _____

Address _____

City _____ State _____ Zip _____

Email (required) _____

Membership (Circle one): ISM-WNE ISM Affiliate: _____ APICS

GUEST _____ \$30.00

GUEST _____ \$30.00

GUEST _____ \$30.00

GUEST _____ \$30.00

TOTAL: \$ _____

Payment information – Select one:

MC, Visa, AE _____
Circle one card number expiration date

Name on card (Please print)

Credit card charges will be from ISM-WNE/PayPal. When paying via credit card any bank penalties due to disputes, inquires or canceled charges will be billed back to the credit card holder.

Make checks payable to ISM-WNE and mail to P.O. Box 924, Springfield, MA 01101

The Institute of Supply Management – Western New England may take either photographs or video tape the meeting proceedings. By virtue of your attendance, you agree to your likeness in such materials.