



"Defining your leadership philosophy is the most important decision you make as a leader"

Return on Relationships (ROR) Training Program

"I believe any organization that isn't marked with relational competence is marked for extinction."

- Tommy Spaulding

Based on the book "It's Not Just Who You Know" by Tommy Spaulding, this training will help your unit, team, division or company learn strategies and skills to achieve professional and personal success through deeper, more authentic relationships with customers, clients, employees and peers.

The training can be done at your workplace or an off-site location of your choosing. It will be stimulating and geared for active participation by your staff. Participants will come away with materials filled with relationship wisdom, the motivation to develop "fifth floor" relationships, and the confidence to put all the pieces together for personal and professional success.

"Relationships are the cornerstone of success for any organization and Tommy's message of focusing on the ROR - Return on Relationships - perfectly captured and reinforced the environment we are striving to create here... Tommy's message resonated with everyone in the room to the point that we are still talking about it."

- Wayne Berson - Chief Executive Officer, BDO

**To Book the Return on Relationships (ROR) training program contact Cathy at 720-432-5642
Cathy@tommyspaulding.com**

Tommy
SPAULDING

Training Overview

What will you take away from this invaluable training?

- You'll hear Tommy's leadership wisdom and expertise on Net-Giving
- You'll gain practical, time-tested principles that can change your life, your sales pipeline, your organization and your personal and professional relationships
- You'll learn the difference between ROI and ROR
- You'll learn how to develop deeper and more meaningful "Fifth Floor" relationships

The one-day training consists of four individual sections:

- Part 1: Relationship Discoveries
- Part 2: Building Relationship Capital (Skills and Tactics)
- Part 3: Managing Business Personal Netgiving → Moving Up To The Fourth and Fifth Floors
- Part 4: Game Plan → Putting Purpose First

Two time **New York Times** Best-Selling Author

