

If you were able to join us at ALA, thank you for stopping by our booth, it was great to see you! Many of you have expressed an interest in our workshop, It's Okay To Be The Boss. We are currently running the workshop around the country, please see [www.loebconsultinggroup.com](http://www.loebconsultinggroup.com) for dates and further information.

*Thank you and we look forward to working with you!*



*Pictured above:  
Gordon & Natalie Loeb with Bruce Tulgan*

## **DiSC** *See why DiSC has been so successful among law firms*

The leading personal assessment tool used by over 40 million people to improve work productivity, teamwork, and communication. DiSC® is a personal assessment tool used to improve work productivity, teamwork, and communication. DiSC is non-judgmental and helps people discuss their behavioral differences. If you participate in a DiSC program, you'll be asked to complete a series of questions that produce a detailed report about your personality and behavior.

DiSC profiles help you and your team: Increase your self knowledge: how you respond to conflict, what motivates you, what causes you stress, and how you solve problems Learn how to adapt your own style to get along better with others Foster constructive and creative group interactions Facilitate better teamwork and minimize team conflict Develop stronger sales skills by identifying and responding to customer styles Manage more effectively by understanding the dispositions and priorities of employees and team members.

## **Performance Appraisal Webinar Announcement**

Conducted by Sharon Armstrong Sharon Armstrong has designed a 90 minute performance appraisal webinar based on her book, Stress Free Performance Appraisals. For information on how to offer the webinar to your managers, please contact Natalie Menendez at [nmenendez@loebconsultinggroup.com](mailto:nmenendez@loebconsultinggroup.com). Workshop Description: Organizations with effective communication practices are those who thrive. Ongoing performance feedback is an important part of those effective communication practices. Performance Appraisals are merely the culmination of all the work conversations you have through the cycle. This easy-to-follow webinar will provide an insightful look at a process that many of us undervalue and to which we may devote insufficient time. Managers will better understand how performance appraisals help employees satisfy key intrinsic motivational needs and align individual efforts to key organizational goals. Course content will focus on the planning and preparation of the form, the critical steps of the meeting, and the legal issues that surround every performance evaluation.

*If you have additional questions or would like to register, <http://loebconsultinggroup.com/contact.htm>*