

HORIZON POINT

RESILIENCE TRAINING FOR SUCCESS

RESILIENCE TRAINING OBJECTIVES

Know how to be an effective leader of yourself in order to be an effective leader of others. Attendees learn practical tools to stay focused, productive, energetic amidst high demand. They take ownership to create desired team culture and deliver value during change.

OPTIMIZE PHYSIOLOGY

3-MINUTE SOLUTIONS FOR
HIGH PERFORMANCE

- Focus steadily through the day and come home with 30% more energy for night
- Get back to sleep within 3 minutes when awoken at night
- Think clearly when overwhelmed by knowing how to take a 3 minute mental vacation
- Stay poised under pressure: Instantly calm yourself and others from frustration/anger
- Instantly calm nerves before presentations or speaking up in meetings
- Access a burst of positive emotion on demand (without caffeine or sugar)
- Know how to 'turn it off' when you get home

OPTIMIZE PERSPECTIVE

CONFIDENCE AND INNOVATION
DURING CHANGE

- Turn obstacle into opportunity and maintain realistic optimism
- Be the person who is seen as a calm and steady role model during change
- Improve ability to accept and adapt to rapid change and changing priorities – with minimal drain on you
- Have confidence to own your value/speak up and think clearly on your feet in meetings with senior leaders
- Effectively manage anxieties and personal reactions re: ambiguities/uncertain future
- Turn perfectionistic self criticism into confidence, know when it's "good enough"

OPTIMIZE PERFORMANCE

INCREASE PRODUCTIVITY/
INFLUENCE UNDER FIRE

- Create more uninterrupted time to "think" and complete high priority work
- Have solutions to manage the 'always on' and 'multitasking' culture
- Gain buy-in by influencing colleagues who have little bandwidth or are resistant
- Instantly command respect when you walk into a room

PRESENTER

SHARON MELNICK, PH.D. is a leading authority on business psychology and stress resilience. Informed by 10 years of research at Harvard Medical School and field tested by over 10,000 trainees, her trainings receive 100% repeat requests by organizations such as P&G, Merck, Moody's, GE, Bristol Myers Squibb, Bloomberg, Sodexo, MetLife, Coldwell Banker, the American Management Association, Women Presidents Organization. Her presentations are rated the highest at conferences by Working Mother, Women's Leadership Exchange, including awards for Best Conference Workshop (e.g. HealthCare Businesswomen's Association). She is the author of *Success under Stress: Powerful Tools for Staying Calm, Confident, and Productive when the Pressure's On*. Dr. Melnick is the CEO of Horizon Point Inc, a diverse supplier.

FEEDBACK ON PRESENTATIONS BY SHARON MELNICK Ph.D.

"The feedback was **overwhelmingly positive**, I am still getting thank you notes from senior leaders and participants who continue to apply the tools she shared."

-Jodi Davidson, Director, Diversity and Inclusion

"Our Women in Technology group rated this as **Best Training of the Year.**"

-Xiaoli Wang, P&G, Beijing

"**Insightful and Actionable**, I still hear buzz about it. We'll have you back soon!"

-Stephanie Roemer, Office of Diversity, Freddie Mac

"**Engaging, invigorating, and a truly fresh look at common challenges.** We've gotten **rave reviews** on how her material has been **helpful in immediate and practical ways.** Her energy is contagious. Most highly recommended."

-Nora Cashion, Director of Market Research, Merck

"The best tools for effectiveness I have ever learned, bar none."

-Corethia Scott Oates, Morgan Stanley

"Goes **above and beyond anything we've experienced before.** She equips colleagues with tools to effectively manage what they can control for enhanced productivity and value delivery."

-Saunjah Powell-Pointer, Assoc. Director, Supplier Diversity, Merck

"Priceless. She gives you a toolkit of strategies to change your mindset and your physiology, so you can set a clear vision and have tools to increase daily productivity. It was extremely useful to **rebalance priorities, and stop worrying about things.** She shows you how much is **within your control to be the leader that you want to be** and have impact in any situation."

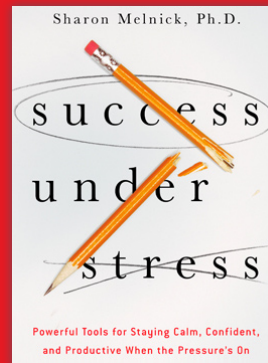
-Judy Robinson, SVP, Wells Fargo

"Incredibly helpful. Numerous leaders said it was the **best training they ever attended.** I still use the tools you gave us to stay calm and take action on what I CAN control. I've used the strategies to gain buy-in and get people on board with my requests."

-Sofie Snauwaert, VP, Procter and Gamble, US

"I was absolutely stunned by the results. I see **immediate changes. Productivity, morale, and team performance are at an all-time high.** Her understanding of the human mind and behavior is remarkable. If you're looking for a 'silver bullet' to help high-potential employees at all levels expand beyond current success level to performance beyond belief, look no further."

-Clare Dolan, V.P., Oracle Corp



SHARON MELNICK, Ph.D. is a leading authority on business psychology and stress resilience. Her practical tools are informed by 10 years of research at Harvard Medical School, field tested by over 10,000 training participants and applied by hundreds of clients to quickly be more effective, productive, and influential – even under demanding conditions.

A dynamic trainer, she consistently receives rave reviews and 100% repeat invites at organizations such as Procter and Gamble, G.E., Merck, Sodexo, IBM, Bloomberg, Associated Press, Coldwell Banker and others. She is regularly and repeatedly asked to speak on Resilience and Influence through the American Management Association, and at industry conferences through Linkage, *Working Mother Media*, *Multicultural Women's Conference*, *National Association of Female Executives*, *Women in Cable and Telecommunications*, *Women Presidents Organization*, and *Healthcare Businesswomen's Association* (voted "Best Session" at their 2013 Leadership Conference).

She has a strong track record of successful executive coaching engagements at organizations such as Deutsche Bank, Deloitte Consulting, Oracle Corp, Pitney Bowes, Visiting Nurse Service, Freddie Mac, Merrill Lynch, Wells Fargo, Korn/Ferry International, Northwestern Mutual Financial Network, and many others.

Dr. Melnick is the author of the popular book *Success Under Stress: Powerful Tools for Staying Calm, Confident, and Productive when the Pressure's On.*

CONTACT

(212) 842-4638

sharon@sharonmelnick.com

www.sharonmelnick.com