

Training Solutions for Leadership Development



- Customized Services
- Workshops
- Coaching
- Process Improvement Tools

Working to help organizations and individuals reach their fullest potential.

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Why do some individuals excel and others lag behind? What do so many profitable companies know about personal performance to lead them toward success?

In a word - **Development.**

ABOUT US

Developing Professionals was formed by Lori E. Miller. With more than 25 years successful executive level experience working in industry, education and media, Lori has facilitated hundreds of training sessions and seminars on all aspects of interpersonal skills and leadership development.

MISSION

Our focus is to inspire employee alignment, behavior modification and goal attainment for the individuals and organizations that we serve. Developing Professionals strives to be a good corporate citizen by servicing the needs of the community and providing innovative and integrated solutions to be a proponent of learning, growth and change.

OUR EXPERTISE

- Soft skills training for professional development
- Management and leadership development programs.
- Process improvement and model creation.
- Employee engagement and goal attainment.

OUR SERVICES

- Customized in-house training programs to meet specific organizational needs.
- Communication tools and training deliverables to help align organizations.
- Coaching and process improvement consulting.
- Individualized assessments and profiles to understand human behavior and motivation.
- A free Needs Analysis Tool and Performance Management Tool to help uncover barriers to performance and link learning to long-term goals and objectives.

Inspired by passion and driven by performance, Developing Professionals works each day to help individuals develop **natural abilities, enhance skills and enable professional growth.**

With a unique approach to development - we help individuals and organizations achieve goals by taking a look at barriers to performance. We provide customized solutions and offer a wide range of services to improve performance, productivity, and profitability at all levels of a company.

WORKSHOP OFFERINGS

- Business Writing
- Coaching & Counseling
- Conflict Management
- Customer Service
- DiSC Communication
- Ethics in the Workplace
- How to Influence Behavior
- Human Motivation
- Innovation at Work
- Interpersonal Skills Development
- Leadership & Management
- Learning to Lead
- Managers as Mentors
- Managing the Generation Gap
- Negotiations for Results
- Organization & Time Management
- Performance Management
- Public Speaking
- QBQ! Personal Accountability for Success
- Results through Teamwork
- Teamwork for Crisis Management
- The Abilene Paradox - Decision Making in Action
- Understanding Learning Styles

“Our philosophy on training is simple – inspire participants to understand, believe in the material, link lesson to personal or organizational objectives, and apply enthusiastically what they have learned.”

— LORI E. MILLER

CUSTOMIZED LEADERSHIP CERTIFICATE PROGRAM

Do you have a need for a customized leadership program for your management team? Developing Professionals Leadership Institute provides an interactive program that focuses on leadership development through a series of engaging sessions. Participants will learn about:

- 1 Leadership style
- 2 Employee engagement and alignment
- 3 How to better influence others to achieve results
- 4 How to be a better communicator
- 5 How to improve performance for both themselves and those they lead.

Open enrollment classes offered throughout the year or customized in-house programs available.



"Lori is a superior presenter who has the ability to genuinely connect with her audience. Whether speaking to students or business professionals, the feedback we receive is consistently high. Lori's enthusiastic personality combined with her extensive knowledge of the subject(s) she teaches makes her a superior presenter who is requested often by the Center."

— **Althea E. Luehrsen**

Director
Leadership Buffalo

"Lori Miller is the consummate professional. She provides a smart, organized and sophisticated style to her training, executive coaching and consulting. Lori delivers her special brand of expertise, energy and passion while providing the tools and strategy to make any program or organization succeed and achieve its ultimate outcomes."

— **Janine E. Tremont**

Senior Investor Relations
Buffalo Niagara Partnership

CLIENTS SERVED

Berenson Hardware

Buffalo Niagara Enterprise

Ciminelli LLC

Colony Liquors

Computer Task Group

Cooper Compression

Depew Police Benevolent
Association

Dopkins & Company

ECC Academic Chairs

Elite Recovery Services

Erie County Medical Center
(ECMC)

Greatbatch

Jamestown Container

Lancaster Chamber of Commerce

Lancaster/Depew Pediatrics

LoVullo

Morgon Stanley

National Statler Center

NITTEC

Pella Windows

People Inc.

Synergy Corp.

UB Center for Entrepreneurial
Leadership

Veracity Benefit Designs

We Care Transportation

MEMBERSHIPS

American Society for Human
Resources Management

Lancaster Chamber of Commerce

CERTIFICATIONS

NY State Certified Woman-
Owned Business Enterprise
(WBE)

Wiley Distributor

QBQ! Certified Facilitator



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