



### “Seeking Growth”

Dr. Mark Hillman, Ph D. (Psy) LMHC specializes in executive coaching, tactical planning and strategic thinking and presented to several NYSAHU chapters in 2007 and achieved record attendance and received glowing reviews by members.

As seen on Dr. Phil, The O'Reilly Factor with Bill O'Reilly and Nancy Grace on CNN-Headline News, Dr. Mark Hillman is an award-winning international author, trainer and lecturer who has facilitated training programs throughout the United States, Asia and the Caribbean. Publishing rights for his award-winning book “My Therapist is Making Me Nuts!” have been sold in Russia, Turkey, Brazil and India. He's had numerous articles published in industry-specific journals and has been quoted in People Magazine. He has presented at GAMA International and has been published in their journal.

The Seeking Growth Seminar has been designed for health insurance & employee benefit professionals. Learning Objectives & Take-Aways from the seminars include:

- Utilization of a Systematic Approach to Sales
- How to Achieve Well-Formed Outcomes
- How to Enhance Perception of Agents/ Brokers
- How to Use Motivation as a Tool
- How to Examine Core Belief Systems
- How to Create a Clear Vision & Clear Goals
- How to Understand Communication Theory
- How to Embrace Attachment Theory
- How to Create a Strong Team Environment
- How to Become More Tactical

No Prior Reading Required

Materials to be photocopied by each chapter for participants

Consultation Fee: \$1,800 p/seminar plus expenses can be underwritten by the membership meeting sponsoring organization(s)

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