



Accomplished businessman and author Gordon McGuinty delivers his messages on his real life experiences with 1/2-day workshops or speaking engagements

- gordon... working *with* not *for*
- gordon... keeping the rules straight
- gordon... lessons learned
- gordon... it's a team game

gordon

surviving the entrepreneurial world

Gordon McGuinty is an entrepreneur and leader. He has owned construction companies with operations in Canada and the US. He has negotiated major deals with multi-national corporations in North America and Europe. He has raised equity financing and negotiated partnerships for numerous ventures.

Gordon has thirty years experience in civil engineering having incorporated his own construction company when he was just twenty-five. **His strength is his belief in working with people.**

Gordon was the driving force behind the development of Canada's largest landfill. The Adams Mine landfill project was a rail-based waste management solution to Ontario's garbage disposal crisis and his consortium included some of the world's largest rail and waste management companies. **His book TRASHED, is a behind-the-scenes look into the world of politics, the environment, and the media.**

An entertaining and effective speaker, his presentations are inspiring as he shares real stories with real life examples of what it takes to succeed with people in all walks of life.

For more information, bookings for workshops, or speaking engagements, or to purchase your copy(s) of TRASHED, contact:

Elizabeth Fournier

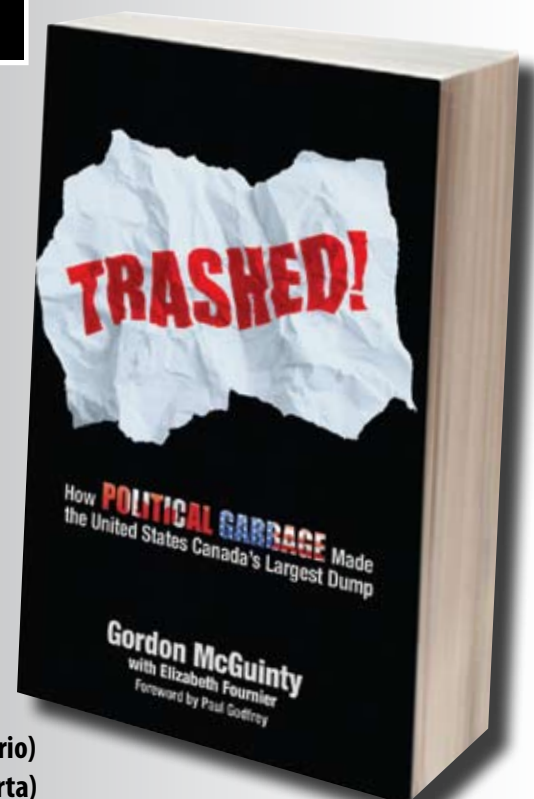
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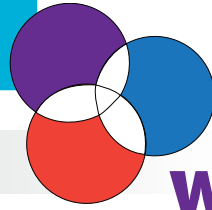
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gordon



the
workingwith
workshop



Frontline managers directly supervise around

80%

of the total workforce.

May 2011 Harvard Business Review

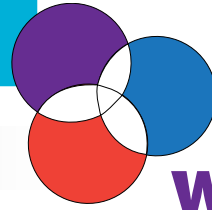


A Reality: While the majority of companies ensure that their supervisors receive specific training in safety, technical issues and company procedures, the importance of helping develop people management skills is often ignored.

Gordon McGuinty has worked in the construction industry since he was fourteen years old. He has been an asphalt foreman, a superintendent, a construction company owner, has worked with small and large multinational corporations, and has motivated and managed people for over thirty years. In short, he has been part of the 80% of the workforce.

The *workingwith* workshop is a half-day seminar on developing people skills. It is a fast-paced, interactive three hours designed to stimulate the participants and have them examine themselves and how they manage people in the organization. The workshop is entertaining and, most important, practical. McGuinty tells real stories about real events, and what he learned from his thirty years in the industry. Key aspects of the session include:

- The difference between “*working with*” and “*working for*”...
- That different *leadership* styles can achieve the same results...
- The *EEU Factor*; what it is and how it relates to you and your employees...
- That it is always a “*team game*” and what makes a “*happy team*” and workplace...
- The importance of “*keeping the rules straight*”...



The workshop is an interactive journey. It is dedicated to assisting individuals find the personal leadership skills necessary to create a meaningful work environment. One that allows individuals to make a positive difference in the lives of the people they are responsible to lead.



workingwith GAME PLAN

7:45 – 8:00 am

Good Morning!
Registration & Coffee

8:00 – 8:15 am

Introduction to the Workshop
Presence – Are We All Here?
The “Working With Story”



8:15 – 9:15 am

Your People & the EEU Factor
Energy
Enthusiasm
Urgency (Sense of)



9:15 – 10:00 am

It’s Always A Team Game
Happy Companies are Winners
Happy People make Happy Teams
The Female Factor - Does Your Team have it?



10:00 – 10:15 am

A Happy Break!!

10:15 – 11:00 am

Leadership Styles – They Can All Work!
Quiet & Patient
Loud & Boisterous
Energetic & Positive



11:00 – 11:30 am

Your Personal Corporate Culture
How do YOU lead?
How can YOU be more effective



11:30 – 11:45 am

The Closer: Keeping the Rules Straight
The Three Big “C’s”
Be Clear, Be Consistent, Be Courageous



11:45 – 12:00 am

Wrap-Up & Food For Thought
It never hurts to ask questions