

A wise man was taking a sunrise walk along the beach. In the distance he caught sight of a young man who seemed to be dancing along the waves. As he got closer he saw that the young man was picking up starfish from the sand and tossing them gently back into the ocean.

"What are you doing?" the wise man asked.

"The sun is coming up and the tide is going out; if I don't throw them in they'll die."

"But young man, there are miles and miles of beach with starfish all along it – you can't possibly make a difference."

The young man bent down, picked up another starfish, and threw it lovingly back into the ocean, past the breaking waves. "It made a difference for that one," he replied.

The Young Man and the Starfish - a story inspired by Loren Eiseley

**Leadership Management,
International – Producing
Measurable Results for
Business and Industry
Since 1966.**

Paul J. Meyer founded LMI to help companies develop the talents and abilities of their people. The LMI process targets the development of executive, managerial, supervisory and sales skills, as well as time management and personal and organizational goal setting. Thousands of clients have discovered the LMI way to improve performance, increase productivity, and results.



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Make A Difference Through Leadership



At LMI, we believe people are your greatest resource. But most people use only a small percentage of their true talents and abilities. So it makes good business sense to invest in the growth and development of your employees. It will increase your profitability and give you a greater return on your investment – greater than anything else you can do. Unfortunately without a proven process, people won't automatically use more of their talents and abilities.

LMI's process develops leaders who, in turn, empower their people to use their untapped talents and abilities.

Simply stated – to do something better, you must do something different. People must change their behavior in order to increase their effectiveness and productivity. We help people set and achieve goals, become self-motivated and have a more positive mental attitude. But we don't stop there. Improvement of performance is measured continuously to ensure that your people use more of their potential and increase the productivity of your organization.

Effective Personal Leadership

When you get down to it, it all starts here. From entry level to senior executives, every person takes on importance as they represent your company to the outside world, and as they interact within your organization. Their personal motivation and self-image is key to how they perform, respond and lead.

LMI's Effective Personal Leadership program helps people:

- Realize their potential for personal leadership through building on strengths, improving self-image and motivation
- Make choices for success by overcoming past conditioning
- Overcome obstacles to leadership
- Experience self-motivation by altering attitudes, behaviors and habits
- Develop a written, specific success plan

Our Business and Personal Plans of Action offer thought-provoking exercises and questionnaires that guide people to the heart of their value system.

What are my dreams? How do I see myself in the future? What is my mission? What are my strengths and opportunities for growth? What are my priorities and goals?

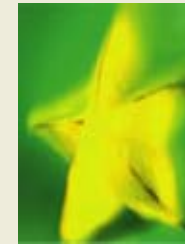
Through insightful planning guides, participants are called upon to crystallize their thinking and schedule specific action steps to achieve their goals and visions for the future.

Personal Leadership is the self-confident ability to crystallize your thinking and establish an exact direction for your own life, to commit yourself to moving in that direction, and then to take determined action to acquire, accomplish, or become whatever you identify as the ultimate goal for your life.

Here's How it Works:

We meet with you to determine the specific goals and objectives to be accomplished.

Selected participants then apply proven concepts and principles to ensure a



measurable return on your investment. Unlike lengthy seminars, action-oriented sessions are held on a regular basis to implement behavioral changes that

produce measurable results. Participants begin immediate application of techniques designed to help them change their behavior and develop habits necessary to achieve predetermined goals.

These sessions reinforce their commitment to business and personal goals as facilitators lead the participants toward the accomplishment of those goals. Implementing the process over several weeks has many benefits. Time commitments are not burdensome; the assignments are accomplished quickly; and new behaviors are applied directly to daily issues.