

A one-day seminar coming to your area

# Managing Emotions UNDER PRESSURE

HOW TO STAY CALM AND PRODUCTIVE IN ANY SITUATION

## Enroll Today!



**ONLINE**  
www.careertrack.com



**PHONE**  
1-800-556-3009



**MAIL**  
CareerTrack  
P.O. Box 738002  
Dallas, TX  
75373-8002



**FAX**  
913-967-8849

## This seminar will help you:

- Respond with a level head, even if you're ready to blow a fuse
- Adapt to workplace changes, even those that are tough to swallow
- Stick with difficult challenges when solutions don't come easily
- Follow through on plans, turn good intentions into reality and meet more goals
- Develop the steady self-control it takes to stand up for yourself and deal with conflicts positively
- Break on-the-job habits that hurt you, like procrastination, disorganization and others
- Bring more discipline into your personal life — creating healthier routines and relationships



## IS THIS SEMINAR FOR YOU?

### ASK YOURSELF:

- Does my temper ever get me into trouble?
- Do I sometimes rub people the wrong way? (Be honest.) What's the price I pay?
- When was the last time I promised to change a habit — and I did?
- How far could my career go if I eliminated one or two counterproductive behaviors?
- How much time and energy do I spend feeling hurt, guilty, inadequate, worried or anxious? Where has it gotten me?
- How much emotional energy do I waste by overreacting?
- Are any of my bad habits rubbing off on my kids?

*Are you mad enough about your answers to do something? You can at this groundbreaking seminar.*

# Improve yourself — and your relationships with others

All business is people business. Like it or not, your career depends on how people feel about you and whether or not they support you.

Yet relationships are fragile. One cross word, bad mood or mishandled conflict can damage a relationship deeply.

Here's your chance to develop the steady self-control people respond to and respect. The self-management system taught in this seminar is simple and proven. It can help you live a happier and less stressful life, starting the very next day.

**Spend a few minutes with this brochure and find out more about this popular one-day seminar.**

*"This is the first seminar I can truly say has immediately changed my life."*

Kirk McDonald, system analyst  
URM Stores Inc., Spokane, WA

*"If you take the information to heart and put it into practice, the people in your life will see a positive change in you."*

D. McDonald, financial placement mgr.  
Robert Half, Grand Rapids, MI

## Know others who would benefit from this training?

Attend together and the benefits multiply. You'll be able to support one another in using what you learn.

*"A happening that has to be experienced to be believed (may not be believed even then!)."*

Y. Campbell, office manager  
Richard F. Fields, DDS, Glendale, AZ

*"Before this seminar my emotions controlled my life. They won't again."*

Deborah A. Bauer, credit adjuster  
Cohoes Savings Bank, Cohoes, NY

# Call it self-sabotage

That's what many otherwise competent people do to themselves every day.

## How?

- By overreacting emotionally and hurting their relationships — both at work and at home.
- By staying stuck in habits that hurt them, such as procrastination, overeating, disorganization, avoiding conflict — the list goes on and on.

Which is why we developed this innovative seminar, *Managing Emotions Under Pressure*. It's a new kind of seminar, because you learn a powerful psychological system for changing your negative behaviors *permanently*.

The system uses some of the most effective tools in modern psychology and, in just one day, they can be yours. Use them in the toughest situations and see amazing results:

- When you start to lose your temper, you'll remain calm and clearheaded.
- When you're upset and feel the tears well up, you'll stay powerful and effective.
- When you crave food that is bad for you, you'll say no easily and make it stick.
- When you feel overwhelmed, you'll stay productive and positive.

Let's face it. Achieving what you want in life means doing what it takes — not just now and then, not just when you feel like it, but every day. And that's why so many people like you have found this seminar to be so powerful. Find out how this exciting day of learning can help put you in control.

**Seats fill fast — enroll today!**

**"This was not just a rehash of the same old stuff. I have not seen a more meaningful presentation compressed into such a short time."**

Joanne Staples  
Centex Mortgage, Dallas, TX

**"Life changing and life healing."**

Uldine Bakken,  
executive secretary/assistant manager  
KWYZ/Radio 123, Everett, WA

**"My heart was touched to tears by the truth I was hearing."**

J. Meadows, environ. health specialist  
Skagit County Health Department  
Mount Vernon, WA

**"I've needed a program like this one for years."**

Karen Griess, medical records tech.  
El Dorado Internal Med., Tucson, AZ

**"Moving — right up to the goose bump stage."**

Nancy Stiebitz, nurse practitioner  
Group Health, Rochester, NY

**"I enjoyed it so much yesterday, I came back today! This time I brought my brother and sister with me."**

Rose Proffitt, customer service rep.  
Agena, Seattle, WA

**11 MILLION**

**satisfied customers can't be wrong.**

CareerTrack's record of customer satisfaction is unsurpassed — more than 40 years in business and over 11 million seminar participants proves our ability to deliver what we promise. Our customer satisfaction rate speaks for itself!

## ATTENTION MANAGERS AND TEAM LEADERS:

### **Restructuring, downsizing, multitasking:**

There's no escaping change these days. But while upper management is busy stirring things up, your employees are left shaken and unsure.

With so much uncertainty surrounding them, people cannot help getting a little frayed at the edges. And when that happens, their performance deteriorates.

### **Give your employees a big emotional boost:**

This powerful one-day seminar is the perfect antidote to the strain brought on by an unpredictable working climate.

Your employees will learn the skills they need to succeed in the face of rapid change. And they will develop the personal resiliency to help them roll with the punches and rebound from setbacks fast.

### **Plan on attending yourself:**

Chances are, ongoing changes are taking their toll on you, too. Join your staff and recharge your determination to be the kind of positive, productive leader your employees will want to follow.

### **Schedule a team retreat:**

This motivating program will give you and your staff the skills to keep you focused and effective under pressure. You will see a measurable rise in productivity, a renewed commitment to quality and an overall improvement in teamwork, too.

**That's a big return on a investment, and we guarantee it!**

# Take this little survey

*(It's a real eye-opener)*

Let's face it; most of us already understand how we *should* act in certain situations — cool in a crisis, positive when things go wrong, emotionally consistent with our loved ones, persistent when breaking a bad habit or taking on a new, constructive one.

## Yet, why is it so hard for us to do what we know is best?

It isn't. Not if you use the principles you'll gain in this seminar.

Think about it — how much do you know about the topics listed below? And how much of that knowledge do you put to use in your life? Let's find out.

**Circle the number** that measures your knowledge about each subject. Then, put an "X" through the number that measures your actual performance (**1 being low, 10 high**).

### **Motivating people**

1 2 3 4 5 6 7 8 9 10

### **Handling crises**

1 2 3 4 5 6 7 8 9 10

### **Weight control**

1 2 3 4 5 6 7 8 9 10

### **Time management**

1 2 3 4 5 6 7 8 9 10

### **Dealing with stress**

1 2 3 4 5 6 7 8 9 10

### **Managing conflict**

1 2 3 4 5 6 7 8 9 10

The major difference between most people and extremely successful people is the gap between what they *know* and what they *do*. Both groups have about the same knowledge base. Extremely successful people are just better at doing what they *should* be doing. **It's that simple.**

If, right now, it is abundantly clear that your gap is larger than you want it to be, attend this seminar.

# Curious, but not convinced?

Consider this: In one fast-paced day, you'll gain an advantage that will continue to pay off for years to come, starting the very next day.

## If that's not incentive enough, here are five more reasons to sign up now:

- 1 Your managers will admire your initiative.** They, too, will benefit by having an employee who knows how to deal with some of the very same problems they face.
- 2 You'll learn techniques that will last a lifetime.** This seminar is full of specific ideas you can put to use right away. You'll leave eager to try them and confident they'll work.
- 3 You'll learn behavior modification skills people will notice and want to copy themselves.** After all, poise and confidence in controlling your emotions are enviable traits.
- 4 Your day will fly by.** When learning is fun, time goes fast and what you hear stays with you. This seminar is always a lively and entertaining learning experience.
- 5 You'll have a productive learning day — guaranteed.** If for any reason you find this training is not for you, just let us know. See our outstanding guarantee below for more details. You really have nothing to lose!

This seminar is a great opportunity for you to further your career skills and shape your personal behavior as never before. But you won't know unless you go.

## Answers to typical questions about this seminar:

**Q. This seminar sounds unusual. Is it?**

**A.** Yes, it is. But if you like to laugh, if you like to be challenged, if you like to learn from a wise and engaging trainer — you'll experience a seminar you'll remember for the rest of your life.

**Q. Will I have to reveal my deepest, darkest secrets to a perfect stranger?**

**A.** No. You don't have to divulge any personal information if you don't want to. While this seminar will challenge you, it will also be safe, comfortable and thoroughly enjoyable.

**Q. Does attending this seminar mean I can never get angry again?**

**A.** Absolutely not. Anger can be an appropriate and effective behavior. But only when you express it by choice — and in a way that achieves a positive result.



## GUARANTEED RESULTS!

All of our seminars are **100% SATISFACTION GUARANTEED!** We're confident this seminar will provide you with the tips and techniques you need to stay calm and productive in any situation. If for any reason you are dissatisfied, send us a letter (Attn: Customer Relations) within 30 days of your seminar attendance stating the reason you were not satisfied, and we'll arrange for you to attend another one of our seminars or receive a full refund — *hassle-free*.

## Registration Information

**Enroll Today!** Hurry, our seats fill *fast*. Guarantee your enrollment by paying your tuition today. You will receive a confirmation once your registration is complete. **Payment is due before the program.**

**Quick Confirmation!** To receive your confirmation within 48 hours, please complete the Quick Confirmation section of the registration form. Be sure to provide us with your email address and/or fax number.

### Cancellations and Substitutions

You may cancel your registration up to 10 business days before the program, and we will refund your tuition less a nominal cancellation fee. Substitutions and transfers may be made at any time to another program of your choice scheduled within 12 months of your original event. Please note, if you do not cancel and do not attend, you are still responsible for payment.

### Please Note

- You will be notified by email, fax and/or mail if any changes are made to your scheduled program (i.e., date, venue, city or cancellation).
- Walk-in registrations will be accepted as space allows.
- For seminar age requirements, please visit <http://www.careertrack.com/faq.asp#agerequirements>.
- Please, no audio or video recording.
- You will receive a Certificate of Attendance at the end of the program.

### Tax-Exempt Organizations

If you are tax-exempt, enter your tax-exempt number in Section 6 on the Registration Form. Please mail or fax a copy of your Tax-Exempt Certificate with your registration for payment processing.

### Tax Deduction

If the purpose of attending a CareerTrack program is to help you maintain or improve skills related to employment or business, expenses related to the program may be tax-deductible according to I.R.C Reg. 1.162-5. Please consult your tax adviser.

### Continuing Education Units (CEUs)

CareerTrack offers CEU credits based on program length and completion. Credits are issued according to the National Task Force for Continuing Education guidelines and approval is at the discretion of your licensing board.

**Questions or concerns should be directed to your professional licensing board or agency.**

### Continuing Professional Education (CPE)



Fred Pryor Seminars and CareerTrack, divisions of Pryor Learning are registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State Boards of Accountancy have the final authority on the acceptance of individual course for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.nasbaregistry.org](http://www.nasbaregistry.org). Fred Pryor Seminars and CareerTrack's Sponsor ID number is 109474. This course qualifies for 6 CPE credits.

### Completion & Continuing Education Certificates

To obtain a certificate documenting your completion and/or CEU, CPE credits, please visit [www.careertrack.com/certificate](http://www.careertrack.com/certificate). Certificates will be available 10 days after your event has ended.

**"For me, the message of the *Managing Emotions Under Pressure* seminar was incredibly self-empowering. I am now able to make choices I never knew I had. Thanks for a great day!"**

Lesley S. Keneipp, graphic artist  
Texas Tech University, Lubbock, TX

## Onsite Training Solutions

### Get the Results You're Looking For!

Bring our powerful, high-impact training programs to your organization and show your employees you're serious about their professional growth and achieving critical organizational goals and objectives.

### Choose From Over 150 Courses!

From management development to customer service, our comprehensive library of courses provides a learning experience that is engaging, interesting and intriguing!

### Tailor the Training to Meet Your Specific Needs!

We'll help you choose the appropriate courses for your organization and tailor each one to address your specific goals, issues and scheduling concerns.

### Maximize Your Training Budget!

Onsite Training allows you to train work groups, teams and entire departments for less than the cost of traditional public seminars or other training options.

Give your staff the skills, knowledge and confidence they need to meet tough workplace challenges head-on, realize their full potential and perform at their peak.

For a free consultation, visit us online at [careertrack.com/onsite](http://careertrack.com/onsite) or call us at **1-800-944-8503!**

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EXPRESS CODE

910497

- Online careertrack.com
- Fax to 913-967-8849
- Call 1-800-556-2998
- Mail your registration

**1**  **YES!** Please register me for the one-day, *Managing Emotions Under Pressure* seminar indicated below. Group discounts available.

**2** **IMPORTANT!** Please fill in VIP number as it appears on the address label.

VIP \_\_\_\_\_ (\_\_\_\_) \_\_\_\_\_ IF AVAILABLE

**3** **ORGANIZATION INFORMATION**

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ St: \_\_\_\_\_ ZIP: \_\_\_\_\_

Tele: \_\_\_\_\_ Fax: \_\_\_\_\_

Approving Mgr's Name  Mr.  Ms. \_\_\_\_\_

Job Title: \_\_\_\_\_

Email Address: \_\_\_\_\_  Business  Home

**4** **QUICK CONFIRMATION**

Please email or fax my confirmation to me within 48 hours.

My email address or fax is: \_\_\_\_\_

**5** **NAMES OF ATTENDEES** (Please list additional names on a separate sheet.)

#1 Attendee's Name  Mr.  Ms. \_\_\_\_\_

Job Title \_\_\_\_\_ City Event # \_\_\_\_\_

Email Address \_\_\_\_\_  Business  Home

#2 Attendee's Name  Mr.  Ms. \_\_\_\_\_

Job Title \_\_\_\_\_ City Event # \_\_\_\_\_

Email Address \_\_\_\_\_  Business  Home

**6** **METHOD OF PAYMENT** (Payment is due before the program.) Please make checks payable to CareerTrack and return form to: P.O. Box 738002, Dallas, TX 75373-8002. Our federal ID# is 92-2053228 (FEIN).

Please add applicable state and local tax to your payment for programs held in Hawaii (4.166%; Honolulu 4.712%), South Dakota (6.5%) and West Virginia (6%; plus applicable local tax).

Total amount due: \$ \_\_\_\_\_

Check # \_\_\_\_\_ (payable to **CareerTrack**) is enclosed.

Bill my organization. Attn: \_\_\_\_\_

Purchase order # \_\_\_\_\_ is enclosed.  
(Attach purchase order to completed registration form.)

Charge to:  AmEx  Discover  MC  Visa


CARD NUMBER \_\_\_\_\_

Card Holder's Name \_\_\_\_\_

Tax-Exempt # \_\_\_\_\_

Please attach a copy of your Tax-Exempt Certificate for payment processing.

Note: If you've already registered by phone, by fax or online, please do not return this form.

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Your VIP# is WINQ

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How to stay calm and productive in any situation

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Dallas, TX 75373-8002  
a division of Pryor Learning

To update your contact information, see page 6.



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