**DISCOVER THE LEADER WITHIN YOU**

**PROGRAM DESCRIPTION**

At the DISCover the Leader Within You workshop, you will learn various behavioral styles that can help you maximize your strengths and minimize your weaknesses. Moreover, we will help you understand the different ways other people accomplish their purpose by adapting behavioral styles that benefit the nature of their organizations leading to heightened team performance.

**WHAT CAN YOU EXPECT**

* Become more effective in your ability to inspire, coach, and appreciate others based on their individual behavior styles.
* Learn to adapt your style of leading to bring out the best in others.
* Learn to lead and perform in today’s team-oriented, diverse and information-driven workplace.
* Discover and capitalize on your strengths, learn to value differences, and develop positive communication skills.
* Build better self-awareness and self-confidence as leader.

No matter who you are or where you start from, you can deepen your understanding of yourself in order to foster better relationships. DISC® gives us a language that establishes a foundation for building considerate and caring relationships that would enable us to be effective leaders in the workplace.

**AN INTERACTIVE AND COLLABORATIVE EXPERIENCE**

The DISCover the Leader Within You is designed to help you become an effective leader by helping you discover your own unique behavioral style and applying that style to better address the needs of others.

The DISCover the Leader Within You incorporates the highly acclaimed DISC model of human behavior through the use of the DISC® Assessment where people understand their behavioral style, develop the ability to read other people’s styles, and learn how to relate to people more effectively.

This is not a “sit-and-get” workshop. Participants roll up their sleeves and dig into the scenarios and case studies to learn the practical approaches to influences and lead others, exploring critical behaviors needed to lead a highly diverse workforce with multiple behavioral styles.

**PROGRAM FACILITATOR**

**Boris Joaquin** is one of the country's top-ranked public speaker and trainer for leadership programs and other soft skills. He is a seasoned management and marketing professional, being involved in various industries (advertising, fragrances, goods, printing/publishing, telecommunications, BPO, and business solutions) both from multinationals to locally owned enterprises for more than two decades now.

Presently, he is the President and Chief Equipping Officer of Breakthrough Leadership Management Consultancy, Inc. (the company behind Salt & Light Ventures). He is also the Master Trainer and Country Representative of the Lead Like Jesus Training Program (a program designed by Ken Blanchard) and the founder of Project Purpose Philippines.

Boris also serves as a member of the Board of Trustee for Family First Philippines, and The Bible League Philippines. Because of his practice of his leadership gifts, the University of Santo Tomas bestowed upon him the distinguished Manuel L. Quezon Leadership Award for two consecutive years.

He is also the Editor-in-Chief of the *People Manager Magazine*, the official publication of the People Management Association of the Philippines (PMAP), and contributes regularly to the career/ lifestyle section of Rappler.com. He is the author of the best selling book, *Practical Wisdom to be Happy at Work* and used to write a regular column for PhilStar.com and Inquirer Libre.

**Michelle Joaquin** serves as a Consultant for Learning and Development with Breakthrough Leadership Management Consultancy. As MERIT Profile Consultant, she has worked with those who have gone through the assessment to brief them on their results and advise them towards their development. Merit Profile, a skillfully constructed assessment tool providing a picture of an individual’s present character and behavioral DNA having descriptive statements and numerical scores regarding three character categories (Attitudes, Beliefs, and Commitments), four behavioral traits and ten character competencies. The MERIT Profile is utilized in an integrated manner to help an organization maximize its human capital initiatives.

She graduated with a bachelor’s degree in Psychology (cum laude) from the University of the Philippines in Diliman and completed her coursework for a master’s degree in Educational Psychology in the same institution.

She has had experience in developing training curriculum, conducting training programs, and mentoring volunteers for church Christian education programs.

**RESERVE-NOW-BEFORE-IT'S-TOO-LATE! FORM**

**TO REGISTER:**

1. Fill out the form below and email us at [seminars@saltandlight.ph](mailto:seminars@saltandlight.ph)

2. Fill out the form and fax to 813-2745

3. Send the form together with your company check to

**Breakthrough Leadership Management Consultancy, Inc.**

**2/F HPL Building, 60 Sen. Gil Puyat Avenue, Makati**

**TO INQUIRE:**

1. Call 813-2191 or 887 1571, look for Juliet

2. Email us at [seminars@saltandlight.ph](mailto:seminars@saltandlight.ph)

**2ND DISCover the Leader Within You**

**Facilitated by Boris Joaquin and Michelle Joaquin**

May 24, 2019 | 9:00 AM to 5:00 PM |Joy~Nostalg Hotel & Suites Manila, Ortigas Center

*//source: DISCover the Leader Within You2\_Boris Joaquin\_Michelle Joaquin\_May 24, 2019\_OP\_Website*

**YES!** Please register \_\_ participant(s) for this seminar/workshop!

**LEARNING INVESTMENT:**

|  |  |
| --- | --- |
| [  ] **Best Buy Rate:** Php 7,327 + 12% VAT until March 31, 2019 | [ ] **Early Bird Rate:** Php 8,327 + 12% VAT |
| [  ] **Regular Rate:** Php 9,327 + 12% VAT | [  ] **Walk-in Rate:** Php 9,827 + 12% VAT |

[ ] **Best Buy Rate - Get 1 FREE SEAT by booking for 3 SEATS**

\*For current promo and to avail free seats, call us at 813-2191 or email [seminars@saltandlight.ph](mailto:seminars@saltandlight.ph)

**Workshop fee includes**:

* AM & PM snacks
* Lunch
* IDs
* Manuals
* Certificates

**TERMS:**

1. Participants availing of the **Best Buy Rate or Early Bird Rate** will be given five (5) working days to settle their fees after the promo deadline. Next applicable rate shall apply if the participant fails to settle his/her fee within the five (5) working day period.
2. **Gift Certificates/Discount Vouchers** from Breakthrough Leadership or Salt & Light Ventures shall only be applied on the Regular Rate. All other promos (2 or 3+1 promo, Group and Suki discounts) are not applicable when GCs or vouchers are applied.
3. **Cancellation** seven (7) working days before the event, whether paid or unpaid, or a no-show during the event will not be honored. Failure to inform of your cancellation before the seven-day deadline will result to 30% charge to your account. This will serve as secretariat and banquet fee. Cancellation should be in writing and emailed or faxed to us.
4. Seminar participation may be transferred to another person in the same company.
5. If you wish to move your reservation to another seminar happening within the calendar year, please note that the rate of your updated seminar choice will be applied. Should the prevailing rate be higher than the initial learning investment already paid for, please settle the balance prior to the seminar date. Promo seats cannot be moved or transferred to another date or seminar.
6. We reserve the option to cancel or reschedule an event if minimum number of participants is not reached.
7. This reservation form, when completed, may also serve as your billing invoice.
8. All seminar fees must be prepaid.

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| **COMPANY DETAILS** |
| **NAME OF COMPANY/ORGANIZATION(BIR-REGISTERED NAME)** |
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| **COMPLETE ADDRESS (Address:Flr/Bldg/St.Village/Bgy./City)** |
|  |
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| **INDUSTRY** |
|  |
| **PRODUCT/SERVICES OFFERED** |
|  |
| **WEBSITE                                                 COMPANY TIN# (REQUIRED)** |
| **[  ] VAT      [  ] Zero-Rated or VAT Exempt** |

*\*For zero-rated or VAT exempt companies, please include your Certificate of Exemption or PEZA registration. Provide Form 2307 or Certificate of Tax Withheld if payment done with tax withheld. Please withhold only 2% as we are classified as suppliers or contractors of services.*

**RESERVING OFFICER'S DETAILS       [  ] MR      [  ] MS      [  ] MRS      [  ] DR      [  ] PROF**

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| --- |
| **FULL NAME** |
|  |
| **NICK NAME** |
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| **CIVIL STATUS:  [  ]Single   [  ]Married** |
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| **JOB TITLE/POSITION** |
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| **TELEPHONE #                                                    FAX #** |
|  |
| **MOBILE #                                                            EMAIL ADDRESS** |
|  |
| **PERSONAL TIN *(for personal reservation)*** |

**PARTICIPANT'S DETAILS**

**PARTICIPANT 1                  [  ] MR       [  ] MS       [  ] MRS       [  ] DR       [  ] PROF**

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| **FULL NAME** |
|  |
| **NICK NAME** |
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| **CIVIL STATUS:  [  ]Single   [  ]Married** |
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| **JOB TITLE/POSITION** |
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| **TELEPHONE #                                                    FAX #** |
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| **MOBILE #                                                            EMAIL ADDRESS** |
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| **PERSONAL TIN*(for personal reservation)*** |

Pls. check if:   [  ] Vegetarian   [  ] Food Allergy:  ­­­­­\_\_\_\_\_\_\_\_\_\_ [  ] Senior Citizen    [  ] Pregnant    [  ] PWD

**PARTICIPANT 2              [  ] MR       [  ] MS       [  ] MRS       [  ] DR       [  ] PROF**

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| **FULL NAME** |
|  |
| **NICK NAME** |
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| **CIVIL STATUS:  [  ] Single   [  ] Married** |
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| **JOB TITLE/POSITION** |
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| **TELEPHONE #                                                    FAX #** |
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| **MOBILE #                                                            EMAIL ADDRESS** |
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| **PERSONAL TIN*(for personal reservation)*** |

Pls. check if:   [  ] Vegetarian   [  ] Food Allergy:  ­­­­­\_\_\_\_\_\_\_\_\_\_    [  ] Senior Citizen    [  ] Pregnant    [  ] PWD

**NOTE:**

* For more than two (2) participants, kindly add more sections to the registration form.
* Putting your mobile number is optional. It's only to be used in case we need to confirm or inform delegates of urgent, last minute changes and in case of emergencies, i.e. weather disturbances, speaker changes, etc.
* Kindly indicate your own TIN if making a personal reservation.
* Inform the secretariat by emailing [seminars@saltandlight.ph](mailto:seminars@saltandlight.ph) if the seminar seat will be transferred to another participant within the same company.
* **Billing processing** takes two to three (2 to 3) working days upon receipt of your reservation.
* Please reconfirm your reservation if you do not receive your billing or any confirmation from us through email, call, or SMS.
* For **invoice** concerns, please call Irene at (02) 889-1111 local 765.

*//source: DISCover the Leader Within You2\_Boris Joaquin\_Michelle Joaquin\_May 24, 2019\_OP\_Website*

**KINDLY SELECT ONE OF THE FOLLOWING PAYMENT METHODS:**

[  ] **By Cheque.** I will send check payment to your office on \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

[  ] **By Pick-up.** Please pick-up our check on \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (time/date).

***Made payable to Breakthrough Leadership Management Consultancy, Inc.***

[  ] **By Bank Deposit.** (Scan copy of deposit slip with your name and seminar title and send to seminars@saltandlight.ph)

     Kindly remit the money to the following. bank details:

     Company Name: Breakthrough Leadership Management Consultancy, Inc.

     TIN #: 008-524-715-VAT

     Account #: BPI CA#3711-0082-83, Gil Puyat, Makati Branch

     Account #: Chinabank CA#143-176931-7 Gil Puyat, Makati Branch

**GROUP DISCOUNTS:**

Knock off a couple of pesos off our rates when you register in groups! Call us to inquire about our group discounts.

\* 3 delegates - Less P 300 per delegate

\* 4 delegates - Less P 400 per delegate

\* 5 or more delegates - Less P 500 per delegate

**SUKI DISCOUNTS & INCENTIVES:**

Salt & Light Ventures' regular customers get an additional P500 discount per person when booking on top of Early Bird Rates and Group Discounts.

*Please note that our regular Group Discounts and Suki Discounts & Incentives are not applicable with our 2+1 and 3+1 promos.*

**IN-HOUSE:**

We'll bring this workshop right at your base - customized and personalized to fit your training needs. Grab this opportunity to train your whole staff and attain results faster and simultaneously. Call 813-2191 or 887 1571 and look for Jenna or Kevin, or email [seminars@saltandlight.ph](mailto:seminars@saltandlight.ph) for more details.