

# Professional Development Conference 2014

## Topic: Breaking the Unwritten Rules

Speaker: Mike Weber



All social interactions take place according to rules, both written and unwritten. Unwritten rules are the habits, assumptions and attitudes of individuals and groups that define how they will interact with each other. They are the rules that everybody knows about, nobody talks about, but have the power to shape our behavior on a daily basis.

**Increase productivity - Ignite teamwork**

**Infuse creativity into your workplace**

**Get more done and have more fun doing it!**

***What are the unwritten rules that are holding back you and your team?***

There are 5 Unwritten Rules that impact every project

**Possibility**

**Capability**

**Importance**

**Communication**

**Responsibility**

How you define these rules sets the stage for success or failure.

**Change your thinking - Change your behavior- Change your world!**

Identify the Unwritten Rules of your team and develop a strategy for breaking them!

**Speaker Bio:** Mike Weber grew up in the Midwest and earned his Bachelor's degree at Cornell University while selling books door-to-door with Southwestern Advantage. He then enjoyed success as a sales rep for Great American Opportunities – Southwestern's national fundraising company that helps kids raise millions of dollars for educational and community organizations that are changing lives.

In 1993, he founded Southwestern Leadership Institute with a focus on equipping people with the skills and attitudes needed to excel in today's dynamic world. For the past 20 years, Mike has been motivating and inspiring people from Maine to California to break out of restrictive patterns of thought and behavior and open themselves up to achieve greater success in whatever their field. Past clients include CPA firms, non-profits, universities, independent schools, medical group managers and human resource associations

An engaging and energetic trainer and speaker, Mike works with professionals to improve their performance by first helping them recognize and then challenge patterns and assumptions that may be holding them back from all they could accomplish and enjoy.

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Mike lives in New Hampshire, is married to Jane, the love of his life for more than 30 years and has two adult sons, Kurt and Eric as well as a wonderful new daughter-in-law, Jessica. He's coached soccer, run cross country, climbed snow-covered mountains and driven the chase vehicle for a hot air balloon team.

Along the way, almost nothing has stayed the same. One constant in life is that to succeed and thrive, we must grow and change. And one of Mike's consistent messages is that although change is rarely easy, it can be immensely profitable!