



**TOPGRADING® WORKSHOP – February 10, 2009**  
**New Format: More Practice!**

During a down economy is a **good** time to learn Topgrading, because you will make a few key hires and cannot afford a mis-hire. Also, by learning Topgrading methods now, you will have the skills when the economy turns around and you'll hire many people.

Our first Topgrading Workshop for the year will take place at the Hilton Garden Inn, north of Chicago, on February 10. Brad Smart and Chris Mursau will co-lead it. Please forward this announcement to managers who might be interested in a one day total immersion in Topgrading.

This Topgrading workshop will provide **the most coaching and practice ever**, as you:

- conduct a Tandem Topgrading Interview
- create a Job Scorecard
- estimate your Hiring Success
- calculate your time wasted and costs in one of your mis-hires
- develop your network of A players to recruit
- organize a Talent Review
- analyze a completed Topgrading Career History Form

This Topgrading workshop will also provide:

- 6-month license to email the Topgrading Career History Form to candidates and to download all Topgrading forms and guides
- free quarterly Topgrading conference calls (for up to 5 managers) for one year
- new material introduced in the latest revision of *Topgrading* (including the case studies), and in *Topgrading for Sales*, released in June, 2008

- the new eBook and hard copy version of *Avoid Costly Mis-Hires*
- hard copy handouts of Topgrading forms and guides
- price break: not-for-profits can license Topgrading forms and guides for ½ price and pay ½ price for future attendees at our workshops
- ***Smart Parenting***, which was originally named ***Topgrade Your Kids!***

The average Topgrading Workshop evaluation has been a 9 (on a 10-point scale). Attendees benefit from networking with people from Topgrading companies. And they enjoy the personalized attention from a small group setting.

#### **Comments from our recent workshop attendees:**

“Great tools and resources!” – Joe Polish, President, Piranha Marketing

“Fantastic! Learned so much in such a short time.” – Kellie Hood, HR Manager, Moen, Inc.

“Great information-really excited me to press forward on Topgrading to take our company to the next level.” – Clay Gilbert, President, Thornton Brothers

“Fired up! I can’t wait to roll it out to the company!” – Larry Sheftel, Director of HR, MDI Corporation

“The workshop provided a clear, concise reason for my company to proceed with Topgrading.” – Jackie Smith, HR Manager, EFS, Inc.

“Excellent tools! Time well spent!” – Jan Pelletier, Manager, Inpatient Surgery, York Central Hospital

**When:** February 10, 2009, 7:30-4:00, breakfast and lunch included

**Where:** Hilton Garden Inn

26225 North Riverwoods Blvd.

Lake Forest, IL 60045

Tel: 847-735-8374

Approximately 45 minutes north of O'Hare Airport

**Cost:** The price per person is \$2997. If 2 people from the same company attend, it's \$2597 per person. And if 3 or more from the same company attend, it's \$2247 per person. (Non-refundable, must be received to reserve place in workshop, must be paid by January 27, 2009, payable by credit card) **Contact:** Kerri (phone: 847-356-6840; email: [Kerri.Badgley@Topgrading.com](mailto:Kerri.Badgley@Topgrading.com))

### **Hotel Suggestions:**

**Hilton Garden Inn** (recommended hotel - ask for Smart & Associates' block of rooms and rate of \$129.00, available if reservations are made before 02/03/09; though you are responsible for getting from O'Hare to the hotel, we will provide transportation leaving the workshop at 4:00 PM back to O'Hare. We recommend arranging flights to depart after 6:30 PM - please let us know if you will be using this transportation. If you have earlier flights or need to leave the workshop after 4:00 PM you will need to arrange your own transportation.)

26225 North Riverwoods Blvd.

Lake Forest, IL 60045

847-735-8374

Single Suite \$129.00

**Directions to hotel from O'Hare Airport:** Follow signs to Tollway I-294 north towards Milwaukee; merge onto I-94 west to Town Line Road (Route 60), west on Town Line Road to Riverwoods Blvd. and hotel is on the right.

### **Days Inn**

1809 N. Milwaukee Ave

Libertyville, IL 60048

847-816-8006

**Directions to hotel from O'Hare Airport:** Follow signs to Tollway I-294 north towards Milwaukee; merge onto I-94 West to Buckley Road (Route 137), and take 137 west 3 miles to Milwaukee Ave (Route 21), left on Milwaukee Ave 0.1 miles to hotel.

Travel time to Hilton Garden Inn: 10 minutes

### **Hyatt Deerfield**

1750 Lake Cook Road

Deerfield, Illinois, 60015

847-945-3400

**Directions to Hotel from O'Hare Airport:** Follow signs to Tollway I-294 north towards Milwaukee, merge onto I-94 west to Lake Cook Road, right on Lake Cook Road, left on Wilmot Road, the first driveway on the left side of street will be the entrance to the Hyatt Deerfield.

Travel time to Hilton Garden Inn: 20 minutes