


unleashed!



a catalog of program offerings

DILLONMARCUS
EXECUTIVE RETREATS

A photograph of a sailboat's deck and sails. The sails are white and taut, set against a clear blue sky. The sea is a deep blue, with white, frothy waves crashing against the hull. The perspective is from the deck, looking out towards the horizon. The rigging and ropes of the boat are visible in the foreground.

*If you want to build a ship,
don't drum up people together to collect
wood and don't assign them tasks and
work, but rather teach them to long for the
endless immensity of the sea.*

Antoine de Saint-Exupery, Writer

contents

- 4 A Letter From Our Co-Founders**
- 6 Why Buy?**
- 8 About DillonMarcus**
- 9 How Do I Choose?**
- 10 Retreats** 1-3 day formats
- 12 Keynotes** 60-90 minutes of motivation
- 14 Learning Shorts™** 60-minute sessions
- 16 Power-Ups™** 2-hour programs
- 18 Team Classics™** ½ day and full-day options
- 20 Learning Labs™** Core business curriculum lasting 6-12 hours
- 22 The Sounding Board™** A roundtable for Presidents and CEOs
- 24 548™** A comprehensive roadmap for creating your organization's future
- 26 Get Play** Harnessing the power of play
- 27 Index** Complete listing of all programs

DILLONMARCUS **EXECUTIVE RETREATS**

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welcome



It's easy to buy into the myth – the myth that there is no time. The business environment encourages us to stay in the whitewater, to keep swimming or risk falling behind. It is not easy to go against the tide of this “do it more and do it faster” mentality. Stopping means others will most certainly pass us by.



In truth, stopping accelerates results. Competitive advantage lies in our collective ability to envision a future and bring that future to life. Competitive advantage lies in the texture of the relationships between those individuals on our team. Competitive advantage lies in our ability to share our intellectual capital on-demand. We can do none of these things well while swimming in our own lanes, scrambling to stay afloat.

**OUR MISSION IS
TO UNLEASH THE
FULL POTENTIAL
OF EVERY HUMAN
BEING, CREATING
A RIPPLE EFFECT
THAT TRANSFORMS
THE WORLD.**

If you believe in the power of setting intentions...

If you believe a shift in perspective is priceless...

If you believe work and play aren't diametrical opposites...

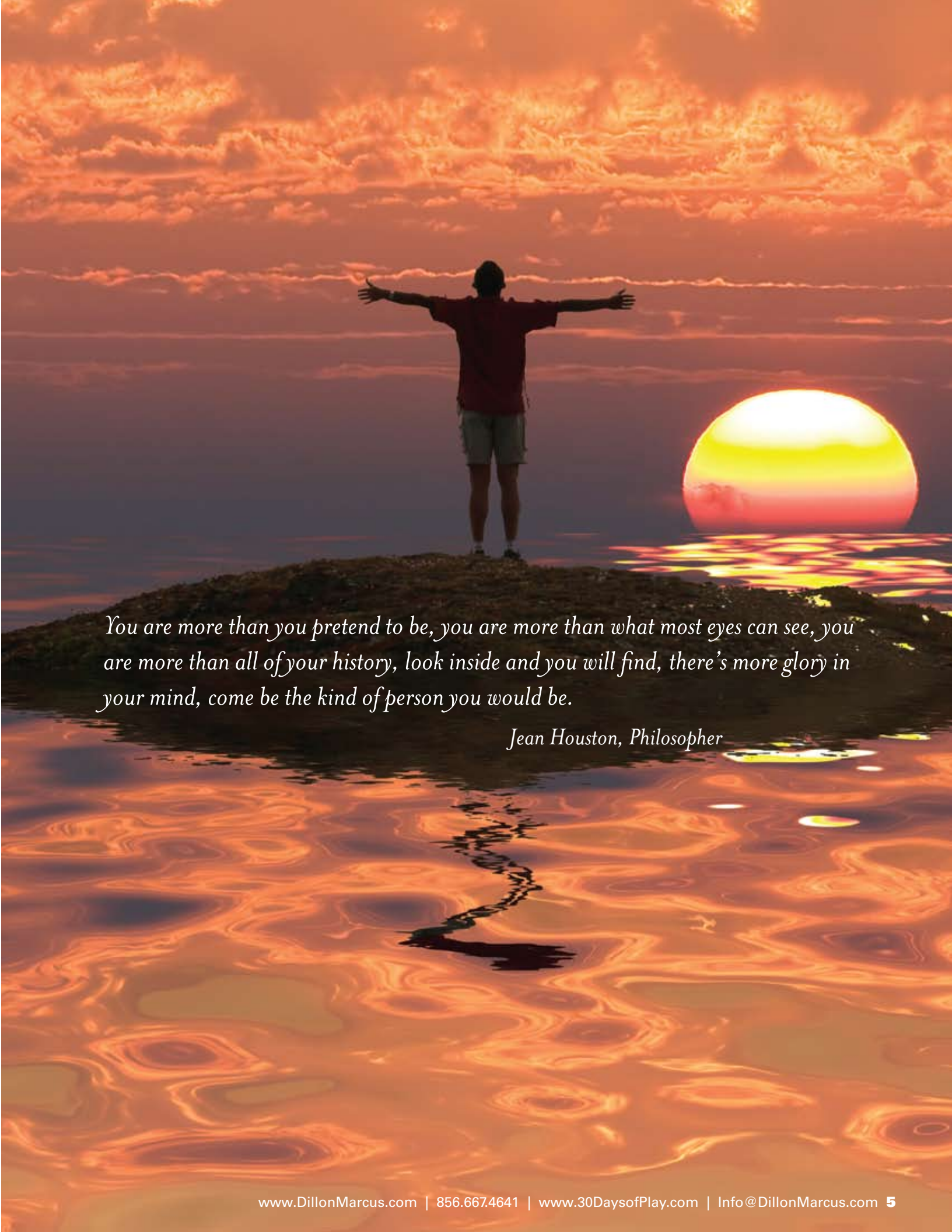
read on.

Flip through these pages. If you become excited by what's possible for your organization, we're the right company for you. Whether you select a retreat, keynote or team building program, we promise you will benefit from the insight and knowledge we have gained from working with talented business leaders from world-class companies. Your engagement will stand firmly upon the foundation of what we know works. Our retreat leaders are masters at their craft – having completed their apprenticeship both academically and professionally. Go ahead. Turn the page. See what is possible. Discover that perfect something which will send you and your business soaring.

Two handwritten signatures in black ink, one for Evan Marcus and one for Tara Marcus.

Evan Marcus & Tara Marcus
Founders of DillonMarcus Executive Retreats

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Tara@DillonMarcus.com



You are more than you pretend to be, you are more than what most eyes can see, you are more than all of your history, look inside and you will find, there's more glory in your mind, come be the kind of person you would be.

Jean Houston, Philosopher

why buy?



Our clients call us for many reasons.

We've listed some of the most common ones below.

Do any of them resonate with you?

"Everyone just can't say enough! I am so impressed — as always. Everyone is pumped and came back totally energized. Managers can't believe the impact."

Andrea Johnson
TD Bank

Clarify a Vision

Set a Strategic Direction

Develop Leadership Skills Share Best Practices

Go For Great

Unleash Potential

Increase Sales

Collaborate With Colleagues

Break Down Silos

Build Trust

Cultivate Cohesiveness

Engage Employees

Inspire Customer Loyalty

Bring Spirituality Back in Business

Build Buy-In

Help an Executive Board Set a Direction

Increase Communication

Understand and Appreciate Differences

Expand the Capacity for Creative Thinking & Problem Solving

Give Back

Have a Whole Lot of Fun

Decrease Stress

Energize a Boring Meeting

Navigate Change

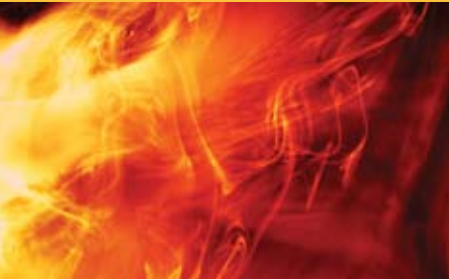
“It was a fantastic program and a memorable day! Thank you for putting it together and really giving our team a boost as we head into the homestretch this year.”

Steve Stolfi, VP, CT Corsearch

Your engagement rests upon the experience we've gained working with our amazing clients.

Almac • **American Cancer Society** • American Reinsurance • American Society for Training and Development • Amgen Inc. • Amicus Therapeutics • Amsterdam, Weisgold, Baumgarten, Ingber & Fraiman Comprehensive Adult Dentistry • **Aramark** • ARI Products • **AstraZeneca** • Association of Legal Administrators • Ausimont • AutoSource • Aventis Behring • Bestwork Industries for the Blind • Bloom Consulting • **British Airways** • Bucks County Convention and Visitor's Bureau • **CT Corsearch** • Centeon • Centocor • CentraState Healthcare System • Commerce Bank • **Cozen O'Connor** • Creative Resource Development • Dale Carnegie • **Deutsche Bank** • Duane Morris • Empire Force • Entrepreneurs Organization • Executive Women of New Jersey • **eXude Benefits Group** • Family Service Center • Family Services • **Fannie Mae** • Fox Rothschild • Friends Health Connection • **Gardner Fox** • **GE Capital** • Genencor • Genesis Counseling Center • Girl Scouts • **GlaxoSmithKline** • Global Events Philly • Gray Consulting • Hessert Construction • HM Royal • Innovative Leadership • Interbay Funding • J.H. Cohn • Johns Manville • **Johnson & Johnson Pharmaceuticals** • Johnson and Towers • Katzenbach School for the Deaf • Komfort & Kare • **Language Services Associates** • Lockheed Martin • **Mandel Jewish Community Center** • Maritz McGettigan • **Marriott Bridges School to Work** • Maryville • **Matthews Paoli Ford** • Meeting Dimensions • Merck • Montclair State University • National Association of Catering Executives • **Nestle-Purina** • Northern Home Children and Family Services • Novartis • NUR America • PAMPI • Patient Marketing Group • **Penn Charter** • Philadelphia Bar Association • **Philadelphia Magazine** • **Philadelphia School District** • Philadelphia Youth Network • Phoenix Advisors • Please Touch Museum • **Polymer Solutions International** • Post & Schell Attorneys at Law • PQ Corporation • Quid Pro Quo • Radian • Ritz Theater • **Rutgers, The State University** • **Schwan's** • SEI Investments • Sheraton • Shore Memorial • SLM Financial • Sojourners Place • Sonepar • South Jersey Chamber of Commerce • Southern Ocean Greater Long Beach Island Chamber of Commerce • **PBS Sprout** • TD Bank • The Rosen Group • The TM Group • The Training Center • Trilegiant • University of the Sciences in Philadelphia • USTrust • **Villanova** • **Virtua South Jersey Healthcare** • **USDA Graduate School** • **W Hotels** • Wyeth • **YMCA**

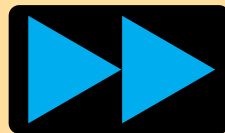
about DillonMarcus



I want to take a moment to thank you for what has been described by attendees as 'our best PAMPI leadership retreat ever!' The exercise you did at the retreat in which the team stood in relationship to the core of the organization is one that has triggered behavior to have all members feel equally a part of the organization's core. It is rare to find two individuals so dedicated to helping others reach their personal and professional goals in such a way that feels more like play than work.

*Mary Davar, MBA, CMM, CMP
Past President, Philadelphia Chapter
of Meeting Professionals International*

- We know what works.
- We understand how to engage the hearts and minds of others.
- We are relentless in our pursuit of the perfect experience to create your intended outcomes.
- We impact thousands of people through our retreats, keynotes, team experiences and consulting.
- We have breadth and depth – a wide selection of programs designed to cause priceless shifts in perspectives.
- We create award winning learning experiences and have received facilitation certifications from some of the most recognizable training companies in the world.
- We work with for-profits, non-profits, universities and schools.
- We work with a client base which includes law firms, pharmaceuticals, financial institutions, family-owned businesses, medical service providers, hospitality, construction firms, and publishing companies.
- We have our toughest critics saying that we are the "best in the business."
- We are committed that you walk away feeling more than satisfied.



FAST FORWARD FRIDAYS™

JOIN US!

Accelerate Your Business Results.

Typically held on the fourth Friday of each month, these 90-minute sessions are value-packed. Topics covered include: sharing knowledge, strengthening relationships, generating sales, enhancing productivity and problem solving. Included in each session is a Fast Forward Friday Freebie™, a business resource that you can use right away.

**Become part of this incredible community.
Send an email to info@DillonMarcus.com and we'll be sure to include you in our *Fast Forward Friday* email blast.**

how do i choose?

Selecting the Right Program for You

Increase Sales

What your sales people believe about themselves, about money and about selling is directly linked to their results. A subtle shift in beliefs can lead to a substantial increase in sales. Learn what is stopping your sales people and help them unleash their potential – our **Unstoppable Selling** keynote (p. 12) coupled with **Secrets to Unstoppable Selling** 2-hour Power-Up (p. 16) is the perfect combination to help your sales numbers soar.

Navigate Change

Whitewater is the complex turbulent environment in which we operate. Our **Thriving in Whitewater, Lifesaving Skills to Navigate Change** keynote (p. 12) or Power-Up (p. 16) gives participants insight into the new business reality of doing more, doing it better, and doing it with less. Armed with new ways to respond, attendees return to work with a navigator mentality. Couple this program with **Launch**, our Boat Building Team Classic (p. 18), and your crew will literally learn how to stay afloat in the whitewater!

New Team Forming / New Manager

Hands down, our **First** retreat (p. 10) is the smartest investment you can make in the success of your leadership team. Set a strategic direction, manage workplace expectations, and strengthen relationships in an enjoyable, easy manner. It can be conducted in one day or two.

Give Back

Strengthening your team muscles while giving back is a terrific combination. **Check out our C-Squared™, Corporations Building Communities** offering under Team Classics (p. 18). We can add elements of social responsibility to almost all of our programs, just ask!

Validate Your Values

How people agree to conduct business in your organization is almost as important as the business itself. Our Team Classic, **Pillars, In Search of Your Values**, (p. 19) is a one-day convening of your nation where tribes explore the pillars to their success. Tribes embark on a quest to find their values, a journey that is filled with adventures including boating, archery, and rock-climbing.

A Culture Change

Offered over a year and a half, **548** (p. 25) digs deep and provides all of the elements to support a wide-scale organizational culture change.

Share Knowledge

Both interviewing programs, **Starting Line-Up** Learning Short (p. 14) and **Mover & Shaker** Power-Up (p. 16) help team members get to know each other better and share their knowledge in an engaging way. Our Learning Short, **Give & Gain Exchange**, (p. 14) provides a pathway for colleagues to advise each other, providing real value in real time.

Break Down Barriers

Getting along with others sometimes feels like rocket science. Our **Rocket Science** Team Classic (p. 19) teaches about working with others and provides an opportunity to do just that. Both Learning Labs, **Exceptional Partnering, A Case for Collaboration** and **Understanding Why with MBTI** (p. 20) are also terrific for breaking down barriers and for tapping into the wisdom of “We”

Build Leadership Skills

Our **Legacy** keynote (p. 12), coupled with our Team Classic, **Found: Junk Sculpting and the Art of Business**, (p. 18) is the perfect combination to allow people to tap into their higher selves and their higher purpose while having fun building the perfect leader. Our Learning Short, **Standing Ovation, The Power of Appreciation** (p. 14) is also a terrific skill builder for managers, teaching them the invaluable skill of seeing the strengths in others.

Not Enough Time or Money

Check-out our 1-hour **Learning Shorts** (p. 14) or our 2-hour **Power-Ups**, (p. 16) both categories are affordably priced and fit into the busiest of schedules.

Stressed Out / Low Morale

Play helps people to stay...and be more productive! Check out our **Power of Play** keynote (p. 12) or our **It's O.K. to Play** retreat (p. 10) to bring the technology of play to your organization.

Solve Problems

When you need to stay on-site and time is short, our **Collaboration in a Can** Power-Up (p. 16) is the perfect solution. When you've got more time and the space to spread out, our **Adventure Challenge** Team Classic (p. 18) presents a series of initiatives and challenges designed to increase a group's capacity to solve problems with innovative solutions.

retreats

1-3 day formats

From our earliest history, we know of gatherings where people came together to share knowledge, passion, and expertise. Organizational off-sites are modern day pilgrimages that continue to serve this powerful purpose.

In a world where companies can match you on price, create copy-cat products and out-market you, your strongest competitive advantage lies in your ability to create strong relationships between your employees, suppliers and customers. Cultivating trust, sharing knowledge, and fostering loyalty between these three constituencies is the wisest investment you can make. At DillonMarcus, we can help you maximize this investment.

Typically, your retreat investment includes:

- Two planning sessions to determine your key business objectives and to tailor fit the agenda to suit your needs.
- Receipt of a comprehensive *On The Same Page*[™] document that outlines the specifics of your engagement along with other important details.
- A customized electronic invite that builds excitement and shares retreat details.
- When the program is far in advance, we will supply you with a "Save the Date" version.
- When appropriate, we will interview a select number of attendees in advance of the retreat to build rapport and tune in to what's happening inside your organization.
- Recommendations for program locations and travel service providers.
- Creation of an agenda that maximizes the interest and energy of your attendees.
- Tailored workshops to achieve your business objectives.
- Two facilitators are assigned to most programs, one in a lead capacity, the other in a support position.
- Often, clients ask for recommendations on pre-event reading materials and gifts for the session. We can provide both.
- Included in your investment is a 60-90 minute follow-up session to help keep the momentum alive. Usually it is scheduled within one month of the retreat.
- Digital photographs are taken throughout the retreat and sent to you within two weeks of the session.

First[™], Building a Solid Foundation

First creates a shared purpose, establishes organizational values and fosters relationships. It's perfect for accelerating the performance of newly assembled teams or reorganized departments. *First* lays a solid foundation upon which to build your future.

Focus[™], Creating Your Strategic Playbook

Create a strategic plan while cultivating the buy-in and enthusiasm needed to bring it to life. This high-level strategy session helps distinguish the vital objectives upon which to focus, increasing the odds that you'll hit your mark!

Ropes, Rocks, Dogs and Fire[™], Leadership In Full Gear

Explore the essence of leadership while experiencing these thrilling outdoor excursions. Select from any number of outdoor activities. This exhilarating retreat is the ultimate adventure for cultivating your leadership style.

On Board[™], Your Springboard to Success

Ensure the smooth sailing of your board by fostering relationships and establishing priorities. A carefully orchestrated agenda results in the perfect combination of business and pleasure, forging the relationships needed to conduct board business. Get everyone on board without being bored!

It's O.K. to Play[™]

"Play is the key to uncovering the giftedness that is in everyone." Bring the giftedness of your team to light as we teach you how to harness the power of play. Apply the power of play to your business objectives and see how playing games can be game-changing.

Unstoppable Selling Summit[™]

Ask yourself, "What could be possible if your sales force was unstoppable?" Unleash the full potential of your sales team by identifying the beliefs that are stopping them. Pull out all of the stops and watch your sales numbers soar!



Retreats are about courage.

The courage to stop.

The courage to notice.

The courage to choose.

The courage to act.

keynotes

60-90 minutes



More than Snore

Our keynotes are carefully choreographed to maximize impact while creating an impression that lasts. More than a 'talking head,' we send a message supported by a tapestry of stories, real world examples and multimedia effects designed to appeal to all of our senses.

Peppered with Participation

Each keynote has audience participation built right in, maximizing involvement and understanding. Ranging from 60 – 90 minutes, this participation keeps attendees engaged and interested.

A Change in Perspective

We know that real change happens when we are able to see ourselves, someone else or a particular situation in a different way. In our keynotes, we create a fundamental change in perspective – a subtle shift in beliefs that has an enormous impact.

Legacy™

What is your leadership legacy? *Legacy* is a rare opportunity for leaders at all levels to reflect on what kind of leader they want to be. Critical questions that create a solid foundation for leading are asked and answered in this self-reflective and inspirational keynote.

Standing Ovation™

Recognition. Acknowledgement. A pat on the back. Seeing the strengths in others and building upon them is the most powerful leadership tool we have. Build yourself up as you build up others – experience the joy of giving and receiving a *Standing Ovation*.

The Power of Play™

Play – for many a lost ability – is one of our greatest allies. Play allows us to expand our capacity for discovering new ways of doing things, for cultivating our ability to see familiar things in new ways and for achieving results faster and with less struggle. Breakthrough to unprecedented levels of performance with *The Power of Play*.

The Wisdom of We™

Now more than ever, we must declare our inter-dependence. At any moment we are either moving towards a state of "Us vs. Them" or towards a state of "We." Working within "We," we are smarter, more effective and happier. Harness the collective intelligence of your organization and learn to tap into *The Wisdom of We*.

Thriving in Whitewater™: Lifesaving Skills to Navigate Change

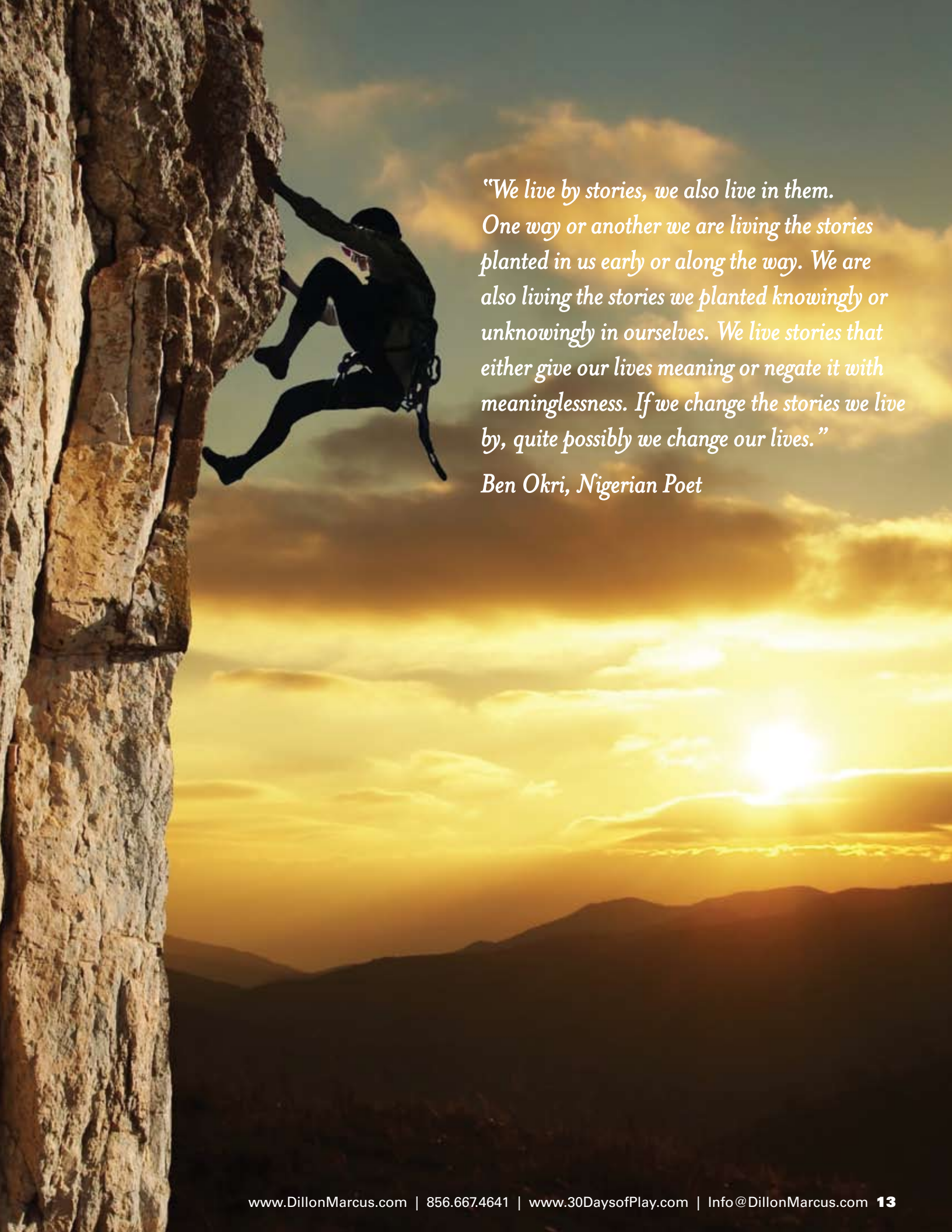
Are your folks waiting for things to "settle down"? Are they secretly frustrated because they never do? Give them the insight and tools to not only survive in this constant state of whitewater but to thrive!

Unstoppable Selling™

It's time to tell the truth. *Unstoppable Selling* reveals the truth about selling and what stops people from being fully unleashed. Learn fundamental core concepts that can be applied right away. Watch your sales figures soar as you discover the secrets to being unstoppable!

Couple A Workshop With Your Keynote

To make a day of it, each keynote has a companion workshop that can be coupled with it. Ask us which combination would be right for achieving your intended outcomes.



“We live by stories, we also live in them. One way or another we are living the stories planted in us early or along the way. We are also living the stories we planted knowingly or unknowingly in ourselves. We live stories that either give our lives meaning or negate it with meaninglessness. If we change the stories we live by, quite possibly we change our lives.”

Ben Okri, Nigerian Poet

learning shorts

60 minutes

Nicely priced, Learning Shorts are perfectly sized to feature at departmental meetings and they can be bundled together for an on-going series.

Cards On The Table™

Reveal your hand in this interactive consensus building process. Players express their ideas and opinions by filling out their cards. Card bargaining occurs until consensus is reached. Players build action plans and establish accountabilities confidently, knowing all ideas have been considered. Don't gamble with your future; put all your cards on the table!

Celebration™

Commemorate. Salute. Honor. It's important to celebrate the milestones that you have achieved. Allow us to help strengthen your celebration muscles with this festive *Learning Short*.

Dare to Dream™

Dreams. We all have them. But how many of us are living them? Dreams are essential to living life with passion and fulfillment. In this wildly inspirational session, participants tune into their dreams and awaken the excitement that goes along with them. Go ahead, dare to dream!

Give & Gain Exchange™

Looking to maximize the human capital on your team? Look no further. In this opinion-giving and advice-getting session, participants get what they want and give others what they need in a no-time-wasted approach.

iVision™, Seeing the Future Today

Behind every idea, product or organization lives a vision. Often unnoticed and rarely appreciated, a clear vision helps leaders navigate through a myriad of business decisions. *iVision* is an opportunity to understand how a powerful vision can successfully align an organization's people, products and processes. Isn't it time to put what you see down on paper?

Jump!™, Pinpoint Your Passion

Jump! is a dynamic process that allows people to pinpoint and lay claim to their talents and interests. Imagine how much more successful your organization would be if everyone was working with their "gifts." Give yourself and your company the greatest gift you can; your best selves. Jump in with all you've got!

People Secrets™

Shh. Don't tell, but dealing with people is the toughest part of any job. Depending on others with varying personalities to get work done can drive you crazy! Gain insight into the design of human beings and learn four easy ways to foster stronger relationships. Stop the insanity. Sit in on *People Secrets* today.

Spark!™, Ignite a Passion for Service

Has the passion in your service providers fizzled? Light'em up again with *Spark!* It's a sure fire way to deliver service with a genuine smile.

Standing Ovation™ The Power of Appreciation

Criticism. Negative thoughts. These come easy. *Standing Ovation* helps reveal the strengths in others and provides a forum to convey those strengths to one another. Armed with this powerful new leadership skill, attendees will leave feeling motivated, inspired and all smiles!

Starting Line-Up™

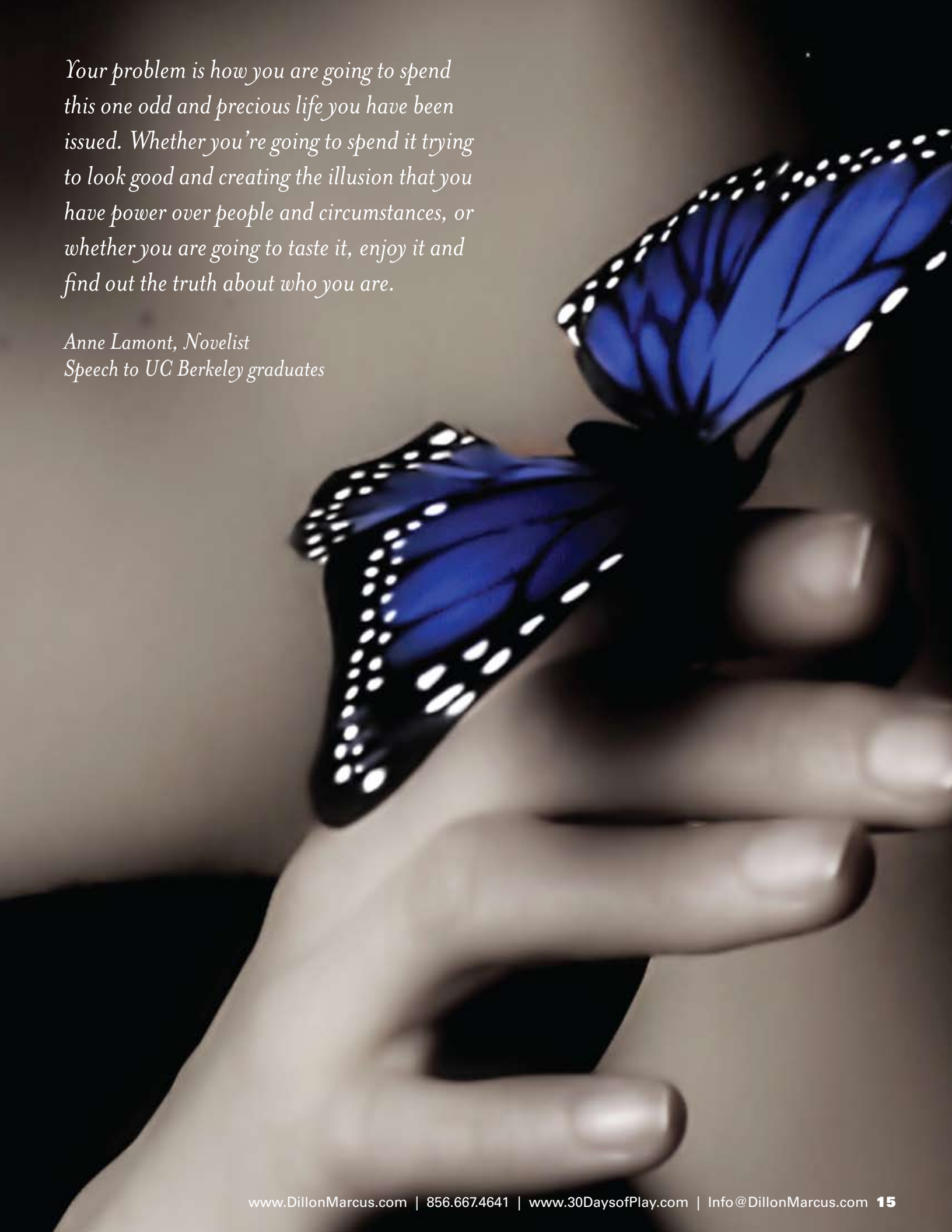
Baseball cards are a great way to learn important statistics about players on your favorite team. Join in as we create baseball cards for your All-Star team. *Starting Line-Up* introduces the players on your team to one another in a fun and easy manner. Batter up!

Table-Top Team Building Fandango!™

Increase collaboration, breakdown silos, and foster better communication with these timeless table-top team building exercises. Let us lead them for you or purchase our Table-Top Team Building Kit and do-it-yourself. Table not included!

Your problem is how you are going to spend this one odd and precious life you have been issued. Whether you're going to spend it trying to look good and creating the illusion that you have power over people and circumstances, or whether you are going to taste it, enjoy it and find out the truth about who you are.

*Anne Lamont, Novelist
Speech to UC Berkeley graduates*



power-ups

2 hours

Designed to accelerate your business results in just two hours, Power-Ups are an oil change that lubricates your human capital.

Collaboration in a Can™ **Team Building in No Time**

Camaraderie. Problem solving. Collaboration. All are benefits of team building, yet there is not enough time or money to do the kind of team development your organization needs. That doesn't mean they should go without! Participate in these never-fail team building initiatives and watch the kumbaya-ing begin!

iSpeak™ **Making Your Message Stick**

Win people to your way of thinking by tapping into the time-tested method of storytelling. Participants share lessons learned and see first hand how stories teach, tell and sell. Select *iSpeak* and secure stronger sense of team.

Is the Meaning Missing?™ **Exploring Spirituality At Work**

As human beings, we have a deep-seated need to find meaning in our lives. For many of us, this is a challenge. We strive to find meaning in our work, to know that our work matters, and to bring our faith to work. This session is about exploring our core beliefs and uncovering what gets us out of bed each morning. We'll identify our spiritual beliefs and find practical ways to bring our spiritual selves to work. You will leave this session inspired and connected to your core purpose.

Mover & Shaker™ **Speed Interviewing & Information Exchange**

Learn why our net worth is in our network. A *Mover & Shaker* session is a dynamic interviewing process that maximizes the human capital of any gathering. Watch your movers and shakers share ideas, offer resources and learn from each other in this fast-paced, structured exchange.

Ready, Set, Cook!™ **The Great Chocolate Concoction Challenge™**

Say yes to this culinary adventure in chocolate. Our experience starts with taste testing all types of chocolates from childhood favorites to the exotic. Team members

identify with the chocolate using it as a metaphor to talk about themselves and about their work style preferences and strengths. This culinary experience culminates in the ultimate in chocolate architectural design when teams build a bridge from good to great. It's a Chef's Challenge in Chocolate where eating along the way is permitted!

Secrets to Unstoppable Selling™ **Letting Go of What is Stopping You**

Sales skills are critical to your success. You know the actions you need to take but you're not following through. In this belief-based session, learn what you think about yourself, about your product and what is stopping you from selling. Then, see how a simple shift in perspective can help your sales figures soar. Can you think of a better way to spend two hours?

Spark!™ **Fire Up Your Service Providers**

Personal passion. Day-in and day-out your service providers are asked to respond to the same inquiries, both internally and externally. It's easy to get worn down. Yet service is critical to the success of your business. What can you do to ensure that the level and consistency of service you expect is being delivered? Send your Service Providers to *Spark!* and light them up!

Thriving in Whitewater™ **Lifesaving Skills to Navigate Change**

Whitewater is the complex turbulent environment in which we are all operating. Discover a powerful model for responding to change and distinguish the anchors in your life. This session teaches you how to navigate the whitewater and how to have fun riding the tides!

Time is on Your Side™ **Shift Your Mind, Gain More Time**

The speed, complexity and volume of what we are expected to manage from a work perspective has exploded. In *Time is on Your Side*, we explore the fundamental elements of time. The workshop introduces powerful tools that will make your team more productive, feel less stressed, and make smarter use of this most precious commodity.

“The master in the art of living makes little distinction between his work and his play, his labor and his leisure, his mind and his body, his information and his recreation, his love and his religion. He hardly knows which is which. He simply pursues his vision of excellence at whatever he does, leaving others to decide whether he is working or playing. To him he’s always doing both.”

James Michener, Author



team classics

1/2 day to full day

Team building is about seeing ourselves as part of a larger whole, about tapping into the power and possibility that more than one can create. When you have the time to invest in this type of day, the results are undeniable. Fun, dynamic and full of impact!

Adventure Challenge™

It's All in a Day's Play

Strap on your most comfortable gear, a playful spirit and a smile. *Adventure Challenge* is a dynamic series of group challenge initiatives and interactive games. Team members are challenged to call upon their leadership, problem solving and communication skills. *Adventure Challenge* can be conducted indoors or out.

C-Squared™

Corporations Building Communities

DillonMarcus, along with many of our clients, is committed to helping communities grow stronger. *C-Squared* is an awesome opportunity to leverage the best in team building with the best in community service. If you have done this before, you understand the uniting power of this type of experience. If you have not, you will be blown away. We have many options from which to choose: *Wheels™* (building bicycles), to *Ground™* (building play grounds) to *School™* (going into schools to play, teach and learn together). If your heart is beating with the desire to help others thrive while building up your team, then let us help you with *C-Squared*.

Castle™

Superb Sand Sculpting

It's built upon a fantasy, yet the benefits are real. Teams dream, plan and build castles beyond their wildest imagination. Sand sculpting develops the visioning, planning and execution skills teams need to achieve real business objectives. Watch team members take on new roles, form stronger relationships and grow together.

Festival™

Fulfilling Everyone's Fantasy

Ceramics, kite flying, line dancing, cake decorating and juggling – imagine a whole field full of activities you've always dreamed of trying but never have. Select from an unending menu of options. Perfect for company picnics, *Festival* is a celebration of learning, risk-taking and self-expression.

Found™

Junk Sculpting & the Art of Business

Found is a forum for discovering more about ourselves, about each other and about what we can create when we collaborate. The activity is junk sculpting, yet the impact is priceless. Teams create a vision and then build a sculpture that represents something vital to them – an ideal team member or a new product. The excitement and energy builds as they compete for the coveted junk sculpting cup.

Fraudeville™

A No-Talent, Talent Show

Experience the thrill and challenge of creating your very own variety show. After spending time in our Fraudeville workshops, attendees work together to create their very own "acts." Magic, singing, dancing, and comedy are all part of the show. Your co-workers will never stop talking about this experience. Grab your cane, get your hat and have a ball taking center stage!

Launch™

Boat Building At Its Best

All hands on deck! Imagine ship mates challenged with the task of designing and building a boat that must hold and float fellow crew members! Using basic boat building materials, crews must decide on a design that maximizes both speed and safety. A microcosm for learning, *Launch* emphasizes service to the customer, quality craftsmanship and interpersonal communication.

Lights, Camera, Action!™

A Film Making Festival

Get ready to experience the thrill and challenge of creating your very own movie. After spending time in our Actors Studio Workshops, crews set out to create their very own feature film. Attendees form production crews to make movies showcasing your company and your products in a way that is relevant to your business goals. The movies both teach and team build! Hit the lights, grab your camera and have a great time getting into the action!

More Than Magic™

It's No Illusion

It's a fantasy come true as participants learn how to perform real magic. It's a once in a lifetime experience for teams to impress themselves as they make the impossible seem possible. After watching and learning from a master magician, teams put on a 'show' that's full of fun, magic and laughs. Anyone can perform a trick; now we learn how to make magic. Add that spark of magic to your work, teams and organizations. It's no illusion – everyone has a great time!

Mosaic Madness™

Framing Your Future

Mosaic Madness is an artistic adventure where the art studio is transformed into a workshop for creating the future together. After participating in a dynamic visioning process, groups roll up their sleeves and literally bring their vision to life in the form of a tile mosaic. The final piece serves as a visual representation of the groups' mission and inspires conversation long after the session is over. So what are you waiting for? Let the hammering and grouting begin!

Pillars™

In Search of Your Values

You are a nation in search of the pillars to your success. As representatives of your tribe, you've been summoned to discover the values critical to achieving and sustaining your future – both literally and figuratively. Supplied with a map, your challenge is to acquire the pillars of your organization hidden in the woods. Heed the drums and come find the pillars to your success.

Ready, Set, Cook!™

A Recipe for Success

Say yes to an adventure in cooking. The kitchen transforms into a laboratory for working together, executing plans and delivering first class service. Participants loosen up as they don their aprons and get into the fantasy of becoming four-star chefs. Each team creates a different part of the meal – it's the perfect recipe for success. Watch the fun heat up as everyone gets cooking!

Rocket Science™

Propel Your Team Forward

The excitement starts when a modern day challenge is made by NASA to re-design the MARS landing module. Teams must give their landing module a name, share its design strengths and ultimately prove they have the "right stuff" to achieve this mission. Teams have a blast honing their problem solving and collaboration skills.

Ropes, Rocks, Dogs and Fire™

Team Building in Full Gear

As Shakespeare is to English, ropes courses are to experiential learning. Classic team building at its best, we offer it all from low ropes to high ropes, from rock climbing to dog sledding, from orienteering to fire walking. Outdoor adventure teaches us things about ourselves that can't be learned in a book. It asks us to expand our boundaries beyond what we thought possible and provides memories that last a lifetime.

Upbeat™

Creating the Beat of Your Team

Imagine the awesome sound of drums, a whole bunch of drums, pounding out a beat—many beats—all coming together to create an amazing sound and a powerful feeling. *Upbeat* is a fun way to unleash the beat within your organization. Are you humming, thriving, and bopping to the beat of an amazing rhythm? If not, get *Upbeat* today.

You Gussed It™

Game Show

Imagine the wackiness of the Gong Show coupled with the intelligence of Jeopardy and you'll come close to understanding the hilarious interactive nature of the *You Gussed It* game show. Customizable video and audio questions make this game show a hilarious multimedia experience. Perfect for product launches, milestone celebrations or after-dinner festivities.

Zagg!™

A Scavenger Hunt on Steroids

Become the contestants on your very own reality.T.V. show! Embark on a mind-bending experience involving clues, critical thinking and collective intelligence. Get out of the office and get a clue as you participate in this "scavenger hunt on steroids." Challenged intellectually and stimulated physically, teams return from *Zagg* with a renewed sense of enthusiasm. It's a race where everybody wins!



Looking to promote the Spirit of Brotherly Love? Zagg™ A Scavenger Hunt on Steroids Meets 18th Century Philadelphia

Get an upfront and intimate view of the sites, characters and historical facts that make Philadelphia the center of America's independence. Fifteen clues delivered in a variety of formats – multimedia, written and manned; this is an incredible hands-on experience that will make both history and your hunt participants come alive!



challenge:

Enter through her wrought-iron gates,
For that is where your clue challenge awaits.
Points go to the teams,
Who can sew a star much like a seam!

**Don't just learn about
history – relive it!**

learning labs

8-12 hours



Our Learning Labs provide enlightenment, education, and coaching. Designed to be delivered over time, each has immediate “on-the-court” impact.

Our *Learning Labs* celebrate the power of inquiry and experiential learning. This approach affords an assimilation of new insights and skills in a way traditional classroom style learning rarely achieves.

Each *Learning Lab* establishes an environment of inquiry that begins with the attendees’ personal experience and knowledge about the subject at hand. As the facilitator fields insights, understanding of the subject deepens. Instructor lecture, coupled with research data and skill-building exercises, provide a rich and rewarding learning experience that lasts far beyond the conclusion of the session.

A typical *Learning Lab* lasts 8-12 hours. They are offered in a variety of formats from two-day sessions to multiple sessions offered over a number of weeks.

Corporate Culture Uncovered™

Thriving in Your Organization. Lurking behind every organizational chart and job description resides a hidden force that guides the flow of information and resources. This force has come to be called, Corporate Culture. Corporate Culture impacts the way people treat each other and how work gets done. In this Lab, we will uncover the underpinnings of this force so that we can both create a great Corporate Culture and more successfully navigate the one we are in.

Dream Machine™

Carbonating Your Desires. Some day. One day. If you open up your calendar to locate either of these days, you’ll be disappointed. What if you could start living your dreams today versus some day in the future? This Learning Lab is pure self-indulgence in identifying, allowing and attracting your dreams. Watch your enthusiasm for living bubble over as you take on your life with intent.

Exceptional Partnering™

A Case for Collaboration. Achieve unprecedented results by creating and sustaining exceptional partnerships. Attendees explore the value of creating joint partnerships and distinguish the principles underlying great partnerships. The Lab looks at the essence of partnering, the mindset of great partnering and the actions, attitudes, and behaviors that create great partnering relationships.

All the world is a laboratory to the inquiring mind.

~Martin H. Fischer

Stand Out!™

Business Communications Unplugged. Start enjoying greater self confidence in your business and community pursuits by mastering fundamental communication skills that will last a lifetime. Speaking, writing, and storytelling, *Business Communications Unplugged* is an intensive workout designed to make you and your message, Stand Out!

Play With Purpose™

Learn How Games Can Be Game-Changing. Play—for many a lost ability —can be one of our greatest allies. By becoming masterful in the art of play, you'll possess skills that are widely transferable from managing your time to managing your staff. By incorporating the 'technology' of play into your work, you'll break through areas of non-play and discover a freedom to move beyond where you normally stop. Discover how recess can be the secret to your success!

Spark!™

Re-igniting a Passion for Service. *Spark!* is a laboratory for discovering the ingredients to great service. Participants share real life experiences, conduct "live" research inside and outside of class and interview their customers to discover the ingredients of great service. Once we understand the essential ingredients to service, we dedicate time to practice delivering five-star service. *Spark!* re-ignites people's natural tendency to help others while strengthening their customer service skills.

The Power of You™

In Search of Spirituality in Business. Why is Harvard Divinity School drawing business students? What is spirituality and how does it apply to what we do? How are the pursuit of meaning and honesty core business practices? These are the questions we will explore. This Learning Lab examines how our spiritual selves impact our work. Along with the standard academic curriculum, participants will engage in meditation, journal writing and other techniques geared to cultivating a practical spiritual experience. To be successful, attendees need a willingness to be introspective and to share openly. The Lab is practical, focused on applying our understanding to actual business issues.

Understanding Why With MBTI™

Start Thinking Inside the Box! Cultivate productive relationships, enhance decision-making and reduce conflict – it's all part of the magic that is Myers-Briggs. The Myers-Briggs Type Indicator™ (MBTI) is one of the most enduring and valid assessment tools used in identifying personality types. Developed to make sense of the apparent randomness of human behavior, it helps individuals gain insight into themselves and others. P.S. It is also fun! Pre-work is required.

Unstoppable Selling™

The Secrets to Being Unstoppable. Everyone has self-limiting beliefs, but to what extent are your beliefs getting in the way of doing your best? *Unstoppable Selling* gets at what drives your personal performance. By measuring yourself against proven selling fundamentals, you'll distinguish where and why you are stopped. Through the use of discussion, inquiry and 'inner-actions' you will shift beliefs that stop you from selling. *Unstoppable Selling*...it's an inside job.

Man's mind, once stretched by a new idea, never regains its original dimensions.

~Oliver Wendell Holmes

Thanks, all. Another super session! You are all very energizing. We were remarking that being a part of your training sessions is like getting a spa treatment for the mind and soul.

*R. Kauffman
Gray Consulting*

After the training, my team was infused with energy and I noticed an immediate improvement in how well we worked together. With enough time, and the proper reinforcement, DillonMarcus can do amazing things for your team. I highly recommend them."

*S. Jacobs
McNeil Consumer Healthcare*

the sounding board™



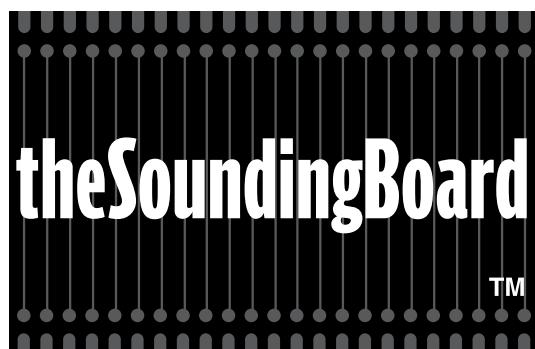
Are you:

Looking for a sounding board for your ideas and initiatives?

Interested in gaining practical guidance from a network of smart, savvy leaders at the top?

Open to sharing your knowledge and insights with others?

Eager for fresh perspectives and new friendships?



The Sounding Board™ is comprised of CEOs, presidents and owners who meet regularly throughout the year. Guided by a world class moderator/coach, members bring current operational challenges to the table and receive direct, candid advice. Members leave with the confidence and knowledge to take informed action. Each session includes a leadership development segment. CEO field trips highlight the *Sounding Board* experience providing members with backstage access to the inner workings of thriving businesses.

Typically we discuss:

- Business strategy
- Ways to strengthen your leadership skills
- Best practices
- Personal challenges
- Living out your values in business

Don't go it alone – join *The Sounding Board* today.

“I personally advise CEO’s in any industry and size to join *The Sounding Board*. As a business owner, you’re looked upon by employees for all the answers. It’s a true benefit to be able to turn to other CEO’s to share business challenges, opinions and best practices. I’ve received extremely useful information from both DillonMarcus and from my CEO colleagues that helps drive the success of my auto dealership.”

George Steinmetz, President, Matthews Paoli Ford, Paoli, PA

“As a CEO of a company, there are times when we must make difficult decisions alone. Seeking counsel or advice from direct reports is sometimes not wise. *The Sounding Board* has allowed me access to a group of experienced business leaders that understand the challenges I face as the owner of an organization. I have taken advantage of our group to determine difficult decisions from Marketing to Manufacturing and from hiring to firing. I have even learned when not to make decisions or to delay them when appropriate. *The Sounding Board* has been one of the best investments in myself I have ever made.”

Dan Kelly, President & CEO of Polymer Solutions International, Medford, NJ

Master: As the fish dies on the land, so you die in the midst of worldly business.

To live again, the fish returns to water. You must return to solitude.


Disciple: Must I therefore leave my business and go into a monastery?

Master: Certainly not. Hold on to your business and go back to your heart.

Anthony de Mello, Jesuit Priest



548TM

A close-up photograph of two red pushpins stuck into a map. The pushpin in the foreground is sharp and in focus, while the one in the background is blurred. The map shows a red line tracing a path across various geographical features and road markings.

“The most profound transformation in business is the downfall of the barracudas, sharks, and piranhas and the ascendancy of nice, smart people with a passion for what they do.” Tim Sanders, Chief Solutions Officer at Yahoo

A Comprehensive Roadmap for Creating Your Organization's Future

Remarkable leaders know how to envision a future and bring that future to life. *548* is a brilliant set of building blocks designed to bring the future you desire for your organization to life. Starting with vision and strategy, *548* provides a comprehensive roadmap towards realizing your future that includes the cultivation of the human spirit. The seven steps include:

1. Top Alignment

This is a series of individual and collective interviews with senior leadership to pinpoint where you are and what you want to achieve. This step of gaining agreement on the organization's future by its leadership is invaluable.

2. First™

A retreat designed to cultivate cohesiveness within your senior team. Creating a shared vision, establishing rules of engagement and getting to know work styles and preferences all contribute to this cohesiveness. *First* is an invaluable two-day retreat that establishes a solid and long-lasting foundation for your senior team.

3. Focus™

Think strategic. Create a plan. Bring that plan to life. *Focus* is the development of your strategic playbook that encourages smart thinking and decisive action. Built through a process of data collection, gut instinct, and insight from your front-line employees and customers, *Focus* is a dynamic process that will enliven and inspire action.

4. All-Hands Meeting

If you are not tired of communicating, you are not communicating enough. *All-Hands* is a vibrant all employee meeting designed to share your strategic plan in a comprehensive way while engaging the hearts and minds of those tasked with bringing that plan to life. Most importantly, employees will not be surprised by the strategic direction because they played a part in setting it! A mix of media, the *All-Hands* meeting taps into both parts of our brains – the logical and emotional – so all feel inspired to embark upon the future.

5. Monthly Senior Leader Meetings

Stay focused. Build the muscle to stick to the plan. These monthly accountability check-in sessions are designed to ensure the plan stays on track and act as forums to tackle implementation issues.

6. Learning Labs™

Your strategic plan may require the adoption of new ways of thinking or new skills. Three developmental Learning Labs are offered as part of *548* to ensure the skill-building of your professional staff.

7. Learning Shorts™

Keep the momentum alive over time. Five, one-hour Learning Shorts do just that for your front-line.

How long does this process take?

A year and a half, or 548 days!

Say yes to *548™* and bring your vision to life.

give up the struggle and...

get play



Play, for many a lost ability, is one of our greatest allies. Play allows us to expand our capacity for discovering new ways of doing things, for cultivating our ability to see familiar things in new ways and for achieving results faster and with less struggle.

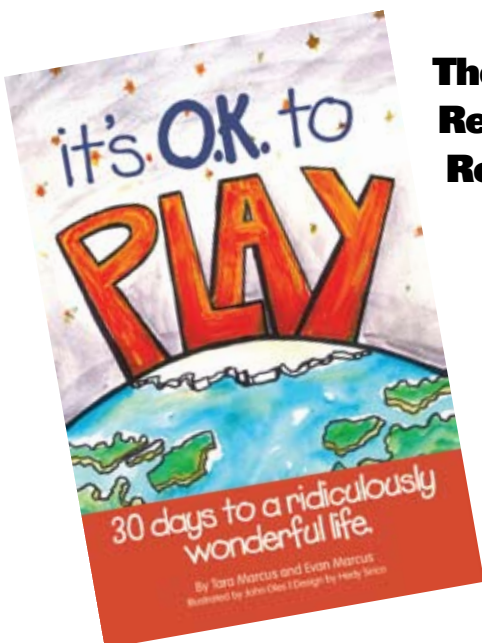
Ensuring that your organization knows how to play together, how to play with ideas and how to play with getting things done is one of the smartest leadership investments you'll ever make.

- **Schedule a keynote.**
- **Buy the book.**
- **Set a date for a PLAYshop.**
- **Sign up for *Game for the Day*™ emails.**
- **Dance to the song.**

What is play? It is a state of being that is intensely pleasurable. It energizes and enlivens us. It eases our burdens, renews a natural sense of optimism and opens us up to new possibilities. It makes us smarter and more adaptable.

Dr. Stuart Brown

Founder and President of the National Institute of Play



The book.
Read it in one sitting.
Read it for a lifetime.



index

How Do I Choose?

Selecting the Right Program for You 9

retreats 10

- First™, Building a Solid Foundation
- Focus™, Creating Your Strategic Playbook
- Ropes, Rocks, Dogs and Fire™, Leadership in Full Gear
- On Board™, Your Springboard to Success
- It's O.K. To Play™
- Unstoppable Selling Summit™

keynotes 12

- Legacy™ • Standing Ovation™
- The Power of Play™ • The Wisdom of We™
- Thriving in Whitewater™, Lifesaving Skills to Navigate Change
- Unstoppable Selling™

learning shorts 14

- Cards on the Table™ • Celebration™ • Dare to Dream™
- Give & Gain Exchange™
- iVision™, Seeing the Future Today
- Jump!™, Pinpoint Your Passion • People Secrets™
- Spark!™, Ignite a Passion for Service
- Standing Ovation™, The Power of Appreciation
- Starting Line-Up™ • Table-Top Team Building Fandango!™

power-ups 16

- Collaboration in a Can™, Team Building In No Time
- iSpeak™, Making Your Message Stick
- Is the Meaning Missing?™, Exploring Spirituality At Work
- Mover & Shaker™, Speed Interviewing & Information Exchange
- Ready, Set, Cook!™, The Great Chocolate Concoction Challenge™
- Secrets to Unstoppable Selling™, Letting Go of What is Stopping You
- Spark!™, Fire Up Your Service Providers
- Thriving in Whitewater™, Lifesaving Skills to Navigate Change
- Time is on Your Side™, Shift Your Mind, Gain More Time

team classics 18 & 19

- Adventure Challenge™, It's All in a Day's Play
- C-Squared™, Corporations Building Communities
- Castle™, Superb Sand Sculpting
- Festival™, Fulfilling Everyone's Fantasy
- Found™, Junk Sculpting & the Art of Business

- Fraudeville™, A No-Talent, Talent Show
- Launch™, Boat Building at Its Best
- Lights, Camera, Action!™, A Film Making Festival
- More Than Magic™, It's No Illusion
- Mosaic Madness™, Framing Your Future
- Pillars™, In Search of Your Values
- Ready, Set, Cook!™, A Recipe for Success
- Rocket Science™, Propel Your Team Forward
- Ropes, Rocks, Dogs and Fire™, Team Building in Full Gear
- Upbeat™, Creating the Beat of Your Team
- You Guessed It™, Game Show
- Zagg™, A Scavenger Hunt on Steroids

learning labs 20

- Corporate Culture Uncovered™, Thriving in Your Organization
- Dream Machine™, Carbonating Your Desires
- Exceptional Partnering™, A Case for Collaboration
- Stand Out!™, Business Communications Unplugged
- Play with Purpose™, Learn How Games Can Be Game-Changing
- Spark!™, Re-Igniting a Passion for Service
- The Power of You™, In Search of Spirituality in Business
- Understanding Why with MBTI™, Start Thinking Inside the Box!
- Unstoppable Selling™, The Secrets to Being Unstoppable

The Sounding Board™

A forum for Presidents and CEOs 22

548™

A powerful, comprehensive roadmap for creating your future 24

Get Play

Harnessing the power of play 26

diy

Do it Yourself!

If you see programs that you'd like to do-yourself, just let us know. We license our programs and provide train-the-trainer options.

856.667.4641



**Did you just read our catalog cover to cover?
Are you feeling excited and inspired?
Are we what your organization needs?**

Contact us. We've been waiting for you.

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