



PETER A. LAND

ASSOCIATES, INC.



334-271-2639

CAPABILITY STATEMENT

www.peteland.com

I have conducted high-impact leadership and management skill-building workshops for over 100,000 leaders at every organizational level in 12 different countries in the past 33 years. Most of our work is the direct result of repeat business and active client referrals.

During my 24-year Air Force career, I held several unusual leadership positions. I was the Director of Management Consultation for the USAF and lead 50 trained consultants to every major base world-wide to conduct training and coaching sessions. We received the Air Force Association Citation of Honor.



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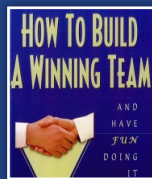
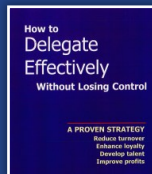
CORE COMPETENCIES

I am one of three people in the world to hold my professional certifications, MS, CSP, CMC, CPCM, in speaking and consulting. My management consulting firm specializes in organizational and human resource development for clients throughout the United States, Russia, Europe, Australia, Canada and Mexico.

My three books were personally endorsed by Dr. Ken Blanchard, one of the top management consultants in the world.

I have extensive experience in developing the following leadership skills:

- Communication Skills
- Decision Making
- Delegation
- Goal Setting
- Influence Without Authority
- Managing Change
- Motivation and Positive Discipline
- One-on-One Training
- Performance Appraisal Skills
- Team Building



COMPANY SNAP SHOT

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[LINK TO VIDEO PRESENTATION OF ISSA](#)

DIFFERENTIATORS

In order to help identify the unique management training needs of my clients, I routinely conduct confidential assessment interviews either by phone or on-site, at no charge. When prospective workshop participants tell me, in confidence, that they have a specific need, they are personally “unfreezing” psychologically. This process creates a personal desire to attend the workshops. The most frequently requested skills are learned, practiced, and mastered in our tailored workshops.

PAST PERFORMANCE

- Civil Air Patrol
- City of Montgomery, AL
- AFLAC Insurance
- CVS Pharmacy
- Texas Forest Service
- Shell Oil Company
- Pennzoil Company
- Georgia Power Company

NAICS AND PSC CODES

- 541611** Administrative Management and General Management Consulting
- 611430** Professional and Management Development Training
- U001** Education/Training—Lectures
- U009** Education/Training—Other
- R410** Support-Professional: Program Evaluation, Review, Development
- R426** Support-Professional: Communications
- R499** Support-Professional: Other
- R799** Support-Management: Other

REPRESENTATIVE SAMPLE



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A major study revealed that the three most important factors that determine the success of any human endeavor are:
1) Leadership, 2) Leadership, 3) Leadership —We develop outstanding leaders.