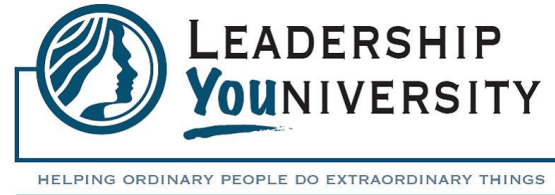


FTC Methods Inc.

is proud to present

Getting Engaged



WHAT is the formula for SUCCESS?

Belief

+

Skill Set

+

Motivation

=

RESULTS

FTC Methods Inc. has established the **Leadership Youniversity** to research and explore the most pressing issues facing banks today. We have interviewed dozens of Bankers at various levels of management from banks across the country to learn about the challenges they face in developing their people, including how to increase employee engagement. As a result of these interviews - *and our extensive research* - we are proud to offer a powerful presentation titled "Getting Engaged".

The main objective of the presentation is clear:

Learn how to increase employee productivity and grow the bottom line by utilizing effective methods to support frontline bankers in their quest to grow existing customer relationships while developing a never ending chain of new ones.

Getting Engaged

This high energy and thought provoking presentation provides insight into how to get employees more engaged in the mission of the bank. Drawing on the latest research in the fields of *retail bank sales, human behavior, positive psychology, and emotional intelligence*, we will offer cutting edge solutions you can use to grow your bank. Attendees will learn answers to the following questions:

- ★ Why does increasing employee engagement equal more sales and better customer service?
- ★ Why are emotions, attitudes, and behaviors (both good and bad) contagious, how do they start, and how do they spread?
- ★ What is the link between personal development, training, professional growth, and performance?
- ★ What are some of the leading Fortune 500 companies currently doing to create a fully engaged work environment that delivers a unique customer experience AND drives bottom line results?
- ★ How can you make a dramatic positive difference in the behavior of your employees by implementing a handful of changes?

Who Should Attend?

Any Retail President, Regional Manager, Branch Manager, or other Bank Officer whose people experience any of the following:

- ★ Constant pressure to reach sales goals
- ★ Difficulty developing quality employees
- ★ Frustration cultivating Business Relationships
- ★ High staff turnover and staffing issues
- ★ Increased levels of tension
- ★ Compensation issues
- ★ Lack of unity
- ★ Life stress
- ★ Negativity
- ★ Low enthusiasm



**Come find out why Bankers rave
after attending a powerful FTC presentation.**

"It was one of our best meeting in 18 years. Dennis did a great job and I don't think anyone wanted to leave." - *Dennis F. Kane, Chairman, NJ Chapter of ABA Marketing Network*

"Both of us enjoyed the recent workshop you [FTC] conducted for the PBA. The workshop was one of the best that we have attended." - *Donna Lash, VP & Regional Administrator, CSB Bank*

“Your presentation was great and on point for the long-term sales and development objectives of banking. You [FTC] struck a great balance among lecture, visuals, audience participation and the tests we took. Your enthusiasm and conviction in what you are doing was impressive and contagious. Well done.” – *Charley Parrott, First National Bank of Fredericksburg, AVP Community Banking Officer*

“Your [FTC] wonderful workshop gave me an epiphany about leading my people! I really enjoyed the information on the emotional side of managing, marketing and selling the bank to our clients, our employees and ourselves (mgmt).” – *Gretchen Blystone, First Commonwealth Bank, VP Retail*

Who is FTC Methods Inc.?

The FTC Methods programs are the culmination of over 25 years of research in the fields of retail bank sales/service, human behavior, positive psychology, and emotional intelligence. We offer an incomparable inside vision, field proven techniques, and a complete understanding of how to master the capabilities demanded in today's tough banking environment to be more profitable.

FTC Methods Inc. has been increasing sales in Core Deposits, Commercial Deposits, and Investment Sales in banks throughout the New York – New Jersey – Pennsylvania – Connecticut region. Through our proven professional development programs, sales rallies, keynote speeches, and seminars they we have developed hundreds of employees into self-directed sales leaders. All of our programs incorporate the newest, proven, personal success principles that are vital to some of the most profitable Fortune 500 companies in America such as Cisco Systems, UPS, and Pfizer. Every program is designed to mentally and emotionally prepare sales people for the challenges they will face in achieving overall success, as well as provide the tools, techniques, skills, and plans to achieve results. Our dynamic presentations deliver cutting edge information in an exciting, motivational manner that is easily understood and gets lasting results.

Instructor - Dennis Budinich

Director - FTC Methods Inc.
Boonton, NJ

As the co-founder of FTC Methods Inc., Dennis Budinich has been conducting high-energy learning programs that have successfully increased sales in banks nationwide. Dennis has been a speaker for numerous bank events and at industry conferences for such organizations as the Pennsylvania Bankers Association, Bank Insurance & Securities Association, Smith Barney, and Jackson National Life.

Before co-founding his company, Dennis was recognized as a premier sales leader on the front line and in management of banks such as: PNC Bank, Citibank, and Dime Savings Bank. During this 12 year time frame, he developed several professional development programs for retail bank professionals, using research from the fields of retail bank sales, human behavior, positive psychology, and emotional intelligence. Prior to entering the Financial Services industry, he was a successful entrepreneur, having owned his own wholesale gourmet bread business, an automotive supply warehouse, and a restaurant. During this time Dennis was also a coordinator of the *Entrepreneur Group* of New York City, where he mentored several groups of entrepreneurs from the New York City metropolitan area on applying the principles of success, and helped them create and implement business plans.

Cost

Please contact us for a customized quote. Price will be determined according to location and venue, as well as length and type of presentation. Choices include:

- *Keynote Presentation*
- *Half Day Seminar*
- *Full Day Seminar and Workshop*

Contact Information

Eric Laurens
eric@ftcmethods.com
(201) 247-1642

FTC Methods Inc.
121 Hawkins Place #137
Boonton, NJ 07005

www.ftcmethods.com