

A DIFFERENT KIND OF ANNUAL REPORT: **GETTING REAL IN 2015**

OUR CLIENTS AND COLLEAGUES ARE DOING

GREAT THINGS

Together, we're kicking conventional business wisdom to the curb and transforming how people work together as a result.



IN 2015, WE HEARD COUNTLESS STORIES OF YOUR PROFESSIONAL AND PERSONAL VICTORIES



hadn't spoken with in agesjust because you care—and got new work as a result.



more easily by having tough conversations. Real conversations. (to name a few)



in the moment, and listening in a way that most people simply don't. Your clients noticed.

WE LIKE TO THINK WE ENTHUSIASTICALLY AND HUMBLY DID OUR PART



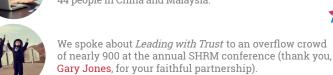
We celebrated workshop participant #1000 for one esteemed client that has run nearly 50 two-day programs as a way to change their culture.

Andrea, Cate, and Barb led nearly 500 people through 46 immersion days on Being a Trusted Advisor, Trust-Based Selling, and Trust-Based Business Development, thanks to our extraordinary partnership with Trusted Advisor Associates (Charlie Green, you are the master).



44 people in China and Malaysia.

We ventured more bravely into the virtual world, delivering our first half-day program via live streaming video to







We delivered postcard-sized versions of the Get Real Manifesto to more than 1,500 people

(which we couldn't have done without you, Anita).

We taught over 400 people how to apply the lessons of improv comedy to day-to-day business life (Cary and Shawn, you're rock stars, plain and simple).



We published 51 weekly tips, described by readers as "insightful, practical and entertaining.



AROUND THE WORLD GOT REAL IN 2015

Oh-and let's not forget the **personal victories** for a few of our team members

SOMETHING LIKE 1000 PEOPLE



Shawn and his wife

Kathy opened an

improv and sketch



Andrea finally finished

a mosaic project that



Barb kicked her

Diet Coke® habit



Kristin and James,

parents of a toddler,

survived

THANK YOU FOR BEING WITH US ON THE JOURNEY

WE'RE ALSO REALLY EXCITED ABOUT WHAT'S COOKING IN 2016



Together with Trusted Advisor Associates we'll be unveiling a new self-paced video library with 29 modules on leading with trust.

What inspires you about the new year?

How do you want to become an even bigger champion of

relationships done right? What personal victories will you celebrate at year-end?

WE CAN'T WAIT TO HEAR

AND TO CONTRIBUTE.



Because unconventional wisdom transforms relationships and getting real gets results.