



## Workshop Agenda

### DAY 1:

Introduction  
Clarify Measurable Results  
Find Vital Behaviours  
Diagnose Why Change Seems Impossible  
Workbook Activity

### DAY 2:

Personal Motivation  
Personality Ability  
Social Motivation  
Social Ability  
Structural Motivation  
Structural Ability  
Become an Influencer  
Workbook Activity

[Detailed course agenda](#)

## Participant Materials

Influencer Participant Toolkit  
Influencer Challenge Workbook  
Influencer Model Card  
Six-Source Model Card  
A copy of the *New York Times* bestselling book *Influencer: The New Science of Leading Change*  
Influencer Audio Companion (six-CD audio program for strengthening your understanding and skills)  
A course completion certificate

## Presented by



Suite 660, 175 Hargrave Street  
Winnipeg, MB R3C 3R8  
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Based on the bestselling book *Influencer: The New Science of Leading Change*, QNET is pleased to present:

## Influencer Training®

**Tuesday & Wednesday, June 17 & 18 - 7:45 a.m. to 4:30 p.m. (both days)**  
**Location: QNET – Suite 660, 175 Hargrave Street, Winnipeg**

This two-day leadership course teaches proven strategies to drive rapid and sustainable behaviour change for teams and organizations. By learning how to discover and counteract the complex web of forces underlying resistant organizational problems, you'll be able to make change inevitable.

*An Influencer motivates and enables others to change*

Influencer Training is ideal for teams and organizations looking to overcome profound, persistent, and resistant problems. The training provides leaders with the skills to develop an effective and comprehensive influence strategy.

The course uses a combination of live training, compelling videos and useful tools. Engage in extensive in-class practice, group participation, and personal planning as you learn and develop strategies for resolving tough issues. [Course overview](#)

Learn how to:

- Diagnose the causes behind any team or organizational problem.
- Identify high-leverage behaviors that, if changed, will lead to desired results.
- Rely less on formal authority to effectively motivate and enable others.
- Use Six Sources of Influence to make organizational change inevitable.

*Influencer Training® provides proven strategies for leaders to uproot entrenched habits and execute change initiatives in teams and entire organizations.*

## Workshop Facilitator

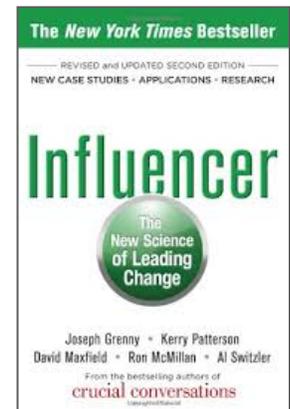
### Trent MacLeod, Business Performance Consultant, Protegra

A certified trainer and lean practitioner, Trent has over 15 years of experience leading change with a collaborative, hands-on approach to business growth and performance. His experience spans various industries including retail, hospitality, manufacturing, and public services. At Protegra, he assists organizations through a unique, holistic approach to increasing and sustaining overall organizational performance. Trent is a certified VitalSmarts trainer for *Influencer*.

## Course Fee

QNET Members \$849\*+gst / Non-members \$999\*+gst

\* Includes book, workbook, toolkit and other participant materials noted above.



**Register at [qnet.ca](http://qnet.ca) or phone (204) 949-4999**