



CONSULTING GROUPSM
the people side of business strategy

WINTER 2014
VOLUME 16, ISSUE 1

TiDings

LETTER FROM TD

Guess what? This year marks TD Consulting Group's 19th Anniversary!

And when we tally up our business relationships over the years, that means we have worked with well over 80 client companies, coached hundreds of executives and staff, and trained thousands of individuals — all aimed at improving and developing people's talents and success. We are privileged to have been part of our clients' "extended staff" and are humbled and gratified by the loyalty our clients have shown us year after year. Thank you.



For those of you looking to revitalize employee training in the workplace in 2014 — whether by upgrading presentations, building writing prowess, stepping up customer service, or managing time smartly — TD's programs and individualized executive coaching can set you on the right track.

We look forward to hearing from you and wish you a great year!

— Laura Winterroth

Got training needs?
Call us at (914) 948-8065.

Salute to Clients

Here's a look back at our clients who made 2013 another great year. Thanks for the memories!

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APG Investments

The Dutch-based investment firm "invested" in Executive Coaching this year with TD's Laura Winterroth. We extend our gratitude to APG's Justine Gillis — Dank u!



Cablevision

A long-time client, we did a "re-run" in March of our ever-popular *Dynamic Writing 1*[®] program. Not only did members of Cablevision's NY sales team learn about writing excellence in the workshop, but each received follow-up telephone coaching on their own writing samples. Special thanks go out to Jeanette Torres and Kima Walker.



Laura Winterroth with Kima Walker at Cablevision.



Maximum Performance

This year marks the 50th Anniversary of the Beatles coming to America . . . and our 4th Anniversary working with the London-based Maximum Performance. We were "honoured" to deliver four key programs — *Influencing Skills*, *Giving and Receiving Feedback*, *Career and Development Planning*, and *Time and Priority Management* — to Unilever employees across the U.S. and Puerto Rico. From exotic places like Trumbull, CT, and Englewood, NJ, TD's Barbara Brown, Jeff Murphy, and Laura Winterroth "delivered the goods" to hundreds of employees at the consumer-products giant. Thank you to our global partners Michael Bennett and Helen Nuttall for our mini-version of the British Invasion!



Laura Winterroth with Unilever group.

(continued on page 2)

Salute to Clients

(continued from page 1)

NYC Economic Development Corporation

TD continued its successful joint partnership with MDP Systems in providing customized technical training to NYCEDC. TD provided needs analysis through focus groups and interviews early on in this 5-year project, and added curriculum design expertise to MDP Systems' existing training programs in *Excel*, *Outlook*, *PowerPoint*, and *Access*. A big thank you goes out to Steven Kalashian, Kristine Pizzo, Kristen Birukova, Nancy Chen – and, of course, Mary DiPerna!



Mary DiPerna
of MDP Systems

NYS and CSEA

TD "capitalized" on our writing know-how by journeying to Albany this year. Our own Jeff Murphy delivered a 12-week course – *Introduction to Writing* – under our contract with NY State and the CSEA. We are grateful to all the training participants and our colleagues in the Albany office!



TD's Jeff Murphy

Ramapo College

TD got down to business – business writing, that is – with the MBA students at Ramapo College in New Jersey. TD's Laura Winterroth "schooled" the students on how to *Be Your Own Best Editor*®, by emphasizing the use of compelling leads and the active voice. Our thanks to Tim Landers and Denise Sawyer-Johnson. We look forward to Part II in 2014!

Quorum Federal Credit Union

The Purchase, NY, firm "banked" on Executive Coaching for top executives, under the expert guidance of TD's Ken Katzeff and Barbara Brown. We extend our "credit" to CEO Bruno Sementilli and Glenn Shuster. Thanks for inviting us back.



TD's Ken Katzeff

Standard Motor Products

We shifted into "high gear" this year, returning to Standard Motor Products in Long Island City . . . and points West and South!



Stephen Ponticelli and the NAPA Sales Team
at Standard Motor Products

TD's Laura Winterroth and Barbara Brown "revved up" SMP's Napa Sales team in Las Vegas with our advanced *Dynamic Presentations PLUS*® program. Next, on to Fort Worth . . . where we "accelerated" the presenting power of members of the Professional Technician team with TD's *Dynamic Presentations*®.



TD's Barbara Brown

Working with the Advance Sales team, Barbara "drove home"

verbal and non-verbal excellence via telephone coaching throughout 2013. We also "cranked up" the skills of SMP's NYC employees (and summer interns) with *Dynamic Writing*® and *Dynamic Presentations*®. A "supercharged" thanks to VP of HR, Tom Tesoro, Garret Chani, Emily Lawler, Stephen Ponticelli, Matt Buchholz, Ryan Kooiman – with a special thumbs up to Phil Hutchens. □



Taking in some local Texas culture
before training at SMP



Laura Winterroth with Emily Lawler
at Standard Motor Products

Remembering Our Soldiers

TD's 2013 Christmas gift went to . . .



Operation FINALLY HOME! The group honors America's wounded and disabled veterans by providing them with a home of their own. To find out more, go to: www.operationfinallyhome.org. □



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