



STRATEGIC ALLIANCE ANNOUNCEMENT

OCTOBER 9, 2017

Julie Yesnick of Pivotal Leadership LLC and **Russ Salzman** of Sea Level Solutions LLC are pleased to announce their strategic alliance bridging their skills of the executive leadership and corporate management to the business marketplace. The joint venture will focus on customized training experiences including emotional intelligence, personality type indicators, conflict management and concentrated leadership development.

Russ Salzman and Julie Yesnick can provide customized and advanced leadership development for your teams based on industry standard competencies of leadership.

In an era where generational blending and the soft skills of emotional intelligence and interpersonal behaviors become a necessary edge, the partnership is committed to supporting people and organizations who are investing in their team's growth.

Our Menu of Services...

- Keynote Presentations
- Learning Experiences
- Business Consulting
- Strategic Planning
- Real Estate Management Training
- Leadership Development Workshops
- Executive Coaching
- Meeting/Break out Facilitation

Topics include...

- On Deck...My Ship in Leadership
- Transformational Leadership
- The LeaderSHIP Experience
- Building Leaders
- Time Management
- The Iceberg Theory
- Networking, Netweaving, Networkling
- Interesting or Interested?
- Managers Who Motivate
- On My Honor...
- Winning Team Play
- Innovation is your Business
- Experience...Discover...Share
- Board & Volunteer Service Training
- Team Building via Pinnacle Yachts
- CEO Lessons Learned
- Property Management 101
- Crucial Conversations
- Conflict Management
- Crisis Communication & Planning
- Executive Energy & Wellness
- Employee/Team Assessments and Interpretation via Team and One-On-One Coaching. Instruments include:
 - EQi2.0
 - EQi360
 - Team Dimension Profile
 - DISC
 - MBTI
- Budget Development

About Julie...



Julie has been an entrepreneur, business woman, real estate professional, educator, team leader and team builder and wellness enthusiast for the past 20 years. She has a Bachelor's Degree in Business Administration from The Ohio State University. She served 6 years in the Ohio Army National Guard. Julie is certified in numerous Emotional Intelligence instruments such as EQI2.0®, EQ360®, Myers-Briggs Type Indicator (MBTI)®, FIRO-b®, CPI260® and 360° Evaluation®, DISC, and Team Dimension Profile. These instruments can provide the necessary soft skills focus so craved in the current business climate. Julie also provides meeting facilitation, development of curriculum, policy and training manuals, leadership coaching and modeling, as well as development and delivery of original educational content. Her goal is to "Grow Key Employees for Optimal Results".

Julie has a property management career spanning 20+ years. She started in student housing while completing her Bachelor's Degree in Business Administration at The Ohio State University. During her career she has filled roles as a Leasing Consultant, Property Manager, Regional Manager, Education Director, Vice President of Property Management for worked for well-known firms in the multifamily housing industry such as Village Green, United Dominion, Equity Residential, The Gene B. Glick Co., Inc. and most recently Principal and President of her own firm, Pivotal Leadership LLC.

Julie has earned the Certified Property Manager (CPM®) designation from the Institute of Real Estate Management (IREM®) and has served as the National Chairperson for the Education & Knowledge Products Committee for IREM®. This volunteer role as Chairperson is to facilitate educational progress and be the "go to" venue for members by utilizing, refining and delivering IREM® Education & Knowledge Products for all facets real estate management.

Julie is a certified Johnson & Johnson, Human Performance Institute, Corporate Athlete®. Her journey becoming a Corporate Athlete and then getting certified to train it has been one of the most important game changers in her life. To support this role, she is in pursuit for her Certified Personal Trainer License.



About Russ...



Russ comes to us having recently served as the CEO of the Institute of Real Estate Management (IREM) which is recognized as the leading provider of commercial and multi-family real estate management education and credentialing in the professional real estate executive community. Russ managed the Chicago HQ team in research, development, and delivery of education through classroom and online platforms that focused on real estate fundamentals and advanced leadership training.

Working with hundreds of professionals in real estate, Russ brings a vast network, knowledge and enthusiasm for training and professional leadership development.

Russ has served as an executive faculty member of the US Chamber of Commerce's Institute for Organization Management where he focused on leadership training, strategic planning, and executive insights. Russ holds the certified association executive (CAE) and the realtor certified executive (RCE) designations as well as the chamber's IOM. He served as chairman of the national board of trustees in 2009.

Russ also served as the President and CEO of Chicago's Magnificent Mile Association that served the real estate owners and occupants as a chamber of commerce, tourism advocate, and urban planning agency. During Russ' 14 years, he created the Magnificent Mile Lights Festival, Vision 2015, and trademarked The Magnificent Mile® brand.

He is actively engaged in association strategic plan consulting, keynote speaking and leadership training and seminars. His business interests also find him as an active sailing instructor, mate, captain, and United States Coast Guard licensed master in the maritime industry. He will log nearly 200 on water days in 2017.

His manuscript, *"On Deck ... My Ship in Leadership"* is well underway where he blends best practices as a yachtsman and captain with his experience as a CEO and business leader.

His professional network, deep experience, and passion for developing others is contagious and exciting for each and every client.

Julie Yesnick

Pivotal Leadership LLC

leadpivotal.com

PivotalLeadership@gmail.com

317-840-1255

Russ Salzman

Sea Level Solutions LLC

RussSalzman.com

RussellSalzman@gmail.com

312-608-8886

