

# Trina Pulliam

Trina Pulliam has 17 years of experience in consulting, leadership training, performance and organizational development. Her clients describe her as fun, flexible, friendly, and focused! She currently operates [Traininnovations](#), a consultancy, located in South Florida.

Traininnovations mission is to direct organizations on the right track to increase organizational capability and capacity. Trina assists in building sustainability in the organization.

In 2009 and 2010 Trina spoke at nine annual conferences including the Leadership Challenge Forum National Conference in Chicago and the Florida Sterling Conference in Orlando. Among her engagements for 2011 she is scheduled to present at the Florida Education Summit, National Youth at Risk Conference in Savannah, and the Florida Government Finance Officers Conference.

Trina is a member of American Society of Training and Development and South Florida Meeting Professionals International. She is a graduate of the University of Florida, an 8<sup>th</sup> year Florida Sterling Senior Examiner and is 3<sup>rd</sup> term Baldrige Performance Excellence Board examiner, a post appointed by the US Secretary of Commerce.

## 2011 Speaking Topics

- [Accountability and the Pace of Change Today](#)  
The pace of change in business today is unprecedented. Business owners, executives and staff are feeling the heat. Higher expectations from customers and internal and external stakeholders create an urgency to deliver work in shorter timeframes. This results in stress and anxiety along with process inefficiencies, costly mistakes, and lower quality. We have all taken workshops on communication skills, business strategy, and teambuilding, but still neglect to take the steps necessary to create accountability. Discover the powerful personal and organizational benefits of individual accountability and the strategies to make it happen.
- [Different doesn't mean Deficient - The Impact of 5 Generations in the Workplace](#)  
"They don't have the same work ethic." "They are so conservative." "They need SO much direction; it's like babysitting." "They speak disrespectfully; it's just rude." Unfortunately, these are true statements. Different generations have different truths! While many baby boomers have a love-hate relationship with workwork is more of an end in and of itself. Not so for Gen Xers and Gen Yers. They work to be able to fulfill other, more important priorities. And for Netgen, life is just too short to make super long-term plans! Learn what different generations value and how to communicate with those older and younger!
- [Business Strategy for Executives and Business Owners](#)  
Leaders set direction. Direction drives strategy, strategy drives action, and action drives bottom line profit and service to the community. So why doesn't it *really* work? Deployment and implementation are keys to making it happen. Ok, now what? Learn to bridge the gap between strategy planning and strategy deployment. Gain an understanding how lower priorities still need to get done! Obtain information and tools on action planning for "everyone" from business owners, executives, and staff.
- [Why Can't We All Just Get Along? – Personality and Communication](#)  
"Whatever the circumstances of your life, the understanding of people can make your perceptions clearer, your judgment sounder, and your life closer to your heart's desire" Isabel Briggs Myers  
Analyze your own work style through self-assessment and learn how you interact with others and the impact you have on your colleagues and business associates. Understand how to communicate through the differences among us, for swifter consensus, more dependable decision making, with higher trust and understanding.
- [Build a Case – Critical Thinking for Professionals](#)  
"*Thinking performance* drives business performance. Most mistakes in business are mistakes in thinking. Decisions are poorly thought through. Risk factors are overlooked. Faulty information is taken as fact and then passed on to others who are impacted. Ideas are killed far too early. Benefits aren't built into solutions — customers have no idea why they should embrace your new efforts. Changes backfire." Anonymous  
If any of this describes your business condition then "the hat process" can help improve the thinking performance in your world of work. Imagine the kind of quality of your results by covering facts, details, processes, emotions, risk factors, and optimistic perspectives before finalizing a decision. There are six different "ways" to view a subject. Thinking and examining issues six ways helps to understand the full complexity that otherwise might be overlooked.