

# LUNCHMEAT & LIFE LESSONS: *Sharing a Butcher's Wisdom*

## LUNCHMEAT & LOYALTY: *The Butcher's Wisdom at Work* Presented by Mary B. Lucas, B.D.

**Workshop Agenda:**  
*Total Time: 4.5 Hours*

TOPIC	OBJECTIVE	TIME ALLOCATED
<b>Meeting Opening and Introductions</b>	Welcome and introduction of speakers and attendees	15 Minutes
<b>Opening Presentation:</b> <i>How to Succeed in the People Business &amp; Inspire Loyalty</i>	<p>This inspiring, uplifting and motivational presentation serves up prime cut advice from the smartest man that staffing industry veteran Mary B. Lucas ever knew: Her father, the Butcher. During this presentation, Mary distills 25 years of the Butcher's wit and wisdom – common sense values and inspiration that she practiced in her own career, and advice that she directly attributes to her own professional success in the staffing industry. After this presentation, participants will:</p> <ul style="list-style-type: none"> <li>• Learn how to apply the “Loyalty Equation” to be successful in the people business:  <b>The Impressions You Make</b>            + <b>The Accountability You Take</b>            + <b>The Appreciation You Show</b>            = <b>LOYALTY THAT GROWS!</b></li> <li>• Be inspired to make a positive impact on all those they encounter every day.</li> <li>• Identify specific actions they can take to help them proactively deal with challenging people and situations.</li> </ul>	1 hour and 15 minutes
<b>Break</b>		15 minutes

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<p><b>The Loyalty Equation – A Closer Look</b></p>	<p>During this segment of the meeting, Mary Lucas will combine the motivation and inspiration of her keynote speech with real life applications and activities, helping participants apply the Butcher's Wisdom to specific situations in their own lives – professional or personal. Participants will leave with a personal action plan designed to help them put the Butcher's Wisdom and the Loyalty Equation to work for them.</p> <p>During this time, participants will look more closely at each component of the Loyalty Equation:</p> <p><b>The Impressions You Make: <i>Creating Your Own Personal Brand</i></b></p> <p>We all have leaders we look up to...individuals that personify all the traits and characteristics we value and aspire to emulate. What those leaders have done is create a "personal brand" for themselves. The Butcher's Wisdom helps guide us in creating our own personal brand, beginning with the impressions we make: First Impressions, Positive Impressions and Lasting Impressions. The wisdom statements we will focus on include:</p> <ul style="list-style-type: none"> <li>• <i>The First Hunk of Meat You Sell is Yourself</i></li> <li>• <i>Find the Like</i></li> <li>• <i>Don't Forget the Comeback Sauce</i></li> </ul> <p><b>The Accountability You Take: <i>Turning Problems Into Opportunities</i></b></p> <p>Making productive use of your energy when things don't always go right is certainly a challenge. But when you focus on what you <i>can</i> control – which is you and your actions – the accountability you practice makes a huge difference and moves the situation in a positive direction. This session will focus on the Butcher's Wisdom for taking accountability, including:</p> <ul style="list-style-type: none"> <li>• <i>Admit Your Mistakes</i></li> <li>• <i>Raise Your Hand, Put It Down, and Get Back to Playing the Game</i></li> <li>• <i>Look in the Mirror</i></li> <li>• <i>Know When to Let It Go – "It's Over the L"</i></li> </ul>	<p>2 hours and 30 minutes</p>

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<p><b>The Loyalty Equation – A Closer Look</b> (Continued from previous page)</p>	<p><b>The Appreciation You Show: <i>Effective Recognition</i></b></p> <p>According to the U.S. Department of Labor, the number one reason people leave an organization is that they “don’t feel appreciated.” No one understood this better than the Butcher, who inspired loyalty both professionally and personally by remembering:</p> <ul style="list-style-type: none"> <li>• <i>When You’re All Wrapped Up in Yourself You Make a Damn Small Package</i></li> <li>• <i>Don’t Act Like It’s Your Due. Take Every Chance to Say Thank You.</i></li> </ul> <p>Mary will focus on these wisdom statements and challenge participants to inspire others through appreciation. She will share keys to effective recognition and encourage participants to identify immediate opportunities to simply say “thank you.”</p>	<p>(Continued from previous page)</p>
<p><b>In Closing...</b></p>	<p>Closing comments and words of wisdom</p>	<p>15 Minutes</p>