



The LA Chapter of AITP brings you

# *Managing Up: Behaviors that Produce the Right Results*

## *Personal and Professional Turnaround Techniques*

**Margaret Meloni**

**President -- Meloni Coaching Solutions**

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**Thursday, May 31, 2012**  
**At Courtyard by Marriott in Culver City**

Networking @ 6:00 pm Pre-meeting Presentation @ 6:30 pm  
Dinner/ Program @ 7:00 to 9:30pm

[\*\*CLICK HERE TO REGISTER\*\*](#)

This month we've invited Margaret Meloni, an award-winning executive coach, to conduct a mini workshop on personal and professional turnaround techniques.

Some people just seem to know what to say and do to garner admiration and rewards from their management; **you can give yourself this edge. The right behaviors get you the right results. Wrong behaviors get you absolutely nowhere.**

Margaret Meloni will provide in-depth insights into behaviors that make a direct difference in **managing up, managing down, and across to peers**, such as:

- Putting others first
- Communicating appropriately
- Setting the right priorities
- Making life easier for the people around you
- Being "low maintenance".

She will discuss each behaviour in depth, and the implications in managing up, down, and across. By understanding these SEVEN required behaviors you will be better able to maximize your influence, manage perceptions, and allow others to recognize your **value**.

*"The man who makes no mistakes does not usually make anything." Edward J. Phelps*

Margaret will also discuss how to **recover from damaging situations** (which happen to all of us at some point in our careers) and restore others' confidence in our abilities – she will share SIX steps in taking control of what happens next, and growing forward.

Join us for a stimulating evening on how to improve perceptions and build your reputation – and become a stronger, more confident professional. You can read about Margaret’s extensive offerings at [www.melonicoaching.com](http://www.melonicoaching.com)

## **Pre-meeting at 6:30: Best practices in using Linked-in and Social Media**

In a pre-meeting presentation, an independent recruiter and executive coach will discuss best practices on building your web presence. **Get there early** for networking and pre-meeting ideas.

**Bring your business cards and plan to network with your peers at Courtyard by Marriott LA Westside (Culver City by the 405).** This is the place to share ideas and develop new business opportunities. Learn about state of the industry news, policy and events. Come meet our members, connect with local resources, and enjoy a fun and informative evening!

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**RESERVATIONS:** use the link to preregister: <https://www.acteva.com/go/aitpla> Reservations are required!

**PRICE: Dinner & Program: Dinner & Program: Members \$25 in Advance, \$35 at the Door. Non-members \$35 in Advance, \$45 at the Door.** For more information, call the chapter telephone at 562-928-5353 or contact Roger Lux at 562-964-1888.

**LOCATION: Courtyard by Marriott – LA Westside, 6333 Bristol Parkway, Culver City 90230 310-484-7000.** Self Parking at hotel (\$6)

### **DIRECTIONS:**

#### **Going South on 405**

Take 90 fwy East  
Slight right at West Slauson Ave  
First right onto Bristol Parkway

#### **Going North on 405**

Take exit 49B to merge onto Sepulveda toward Slauson Ave  
Right at Green Valley Circle  
First right onto Bristol Parkway

## **ABOUT OUR SPEAKER**



**Margaret Meloni**, President of Meloni Coaching Solutions Inc.

In her more than 18 years in Corporate America which included roles in Fortune 500 management, Margaret Meloni observed how individuals who learned to cope with conflict succeeded and recognized their full potential, while others became roadblocked. Margaret developed a passionate belief that it takes courage and skill to be human at work and that all individuals have a responsibility to treat each other with dignity, respect and compassion.

Motivated by her beliefs and a desire to make a difference in the lives of others, Margaret acted on her vision by founding Meloni Coaching Solutions, Inc. Her vision is to create a group of successful individuals who are at peace with their authentic selves; people who help and support others, who bring humanity to the office and thrive because of it. Margaret sees a world where achieving peace and achieving success go hand-in-hand. Peace is not absence of conflict, peace is the ability to cope with conflict. Learn more at [www.margaretmeloni.com](http://www.margaretmeloni.com)