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*TRG to provide  
Facilitation Training*  
**On the road to  
winning plans**

*By Marc P. Chinoy  
Regis Group President*

After years of providing planning facilitation to leadership teams around the world, The Regis Group is introducing Facilitation Training designed to help you conduct advanced planning sessions using our TRG facilitation method and planning model.

At the center of the training will be the Regis polling process that has developed valuable group answers for hundreds of strategic plans.

The initial training was used to assure that groups of break-out facilitators all brought their teams to compatible answers in large-group planning activities. The training model was specifically designed to limit the direct time required for working leaders to acquire advanced skills.

**The Regis Group, Inc.**  
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— December 2010 —

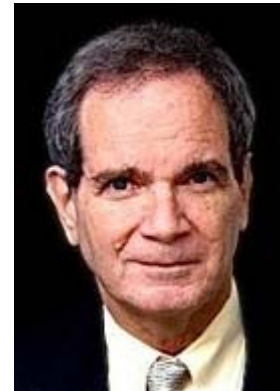
## **Advanced Planning Tools on Display**

The Regis Group has begun a program of placing planning and leadership tools online without obligation to our readers. Over the years our team has accumulated a significant library of development sequences, including advanced strategic planning, corporate and industry protocols, and project calendar sequences.

A number of these tools were designed to be used continuously to enhance the competitiveness of our client groups (e.g. market assessment sequences). Some of them are specific applications in support of internal improvement, such as guidelines for applying job descriptions to performance review.

Complimentary access to the Tools can be found on our website under "New from Regis" or by clicking [here](#).

We will be posting new development sequences frequently, including internet development tools, mechanisms



**Marc Chinoy**

## *President's Letter* **Opening the Next Door**

With 2011 just around the corner, we plan to contribute to the hoped-for general improvement by transferring capabilities to our friends and clients.

In the New Year we will be joining with our clients to extend group planning facilitation skills and issue resolution sequences to a wide range of leaders in their communities; both literal "communities at large" and the "communities" of purpose that live within the structure of organizations.

**Opening Program**  
Many of you who are reading this letter have been the direct beneficiaries of our planning and group polling

**A Cooperative Effort**

The training is being made available as a joint effort with associations, community groups and alliances desiring to provide their members with group planning capabilities, and to corporations intent on adding a high degree of control to their internal planning efforts.

The initial one day course includes both working demonstrations and individual opportunities to practice group polling techniques.

The methods being transferred have been used successfully over the years as a part of planning focused on healthcare quality, telecommunication standards, and the direction of multiple national interest groups.

For more information please call us toll free at 1-800-97-REGIS (73447) or at 703-777-2233.

**Blog Posts:****Let us hear from YOU!**

We are concerned that we may not be touching areas of interest to YOU. We post new information every week on our Regis Blog available [here](#).

**Ask Questions**

The best way to move the Regis Blog forward together is for you to write a series of questions and look for the answers (which we promise to post as quickly as possible).

Please send your posts to [cbarrientos@regisgroup.com](mailto:cbarrientos@regisgroup.com) [rearle@regisgroup.com](mailto:rearle@regisgroup.com) or leave a comment under "Comments."

for developing corporate alliances, and various issues management mechanisms. Visit our site regularly to read our latest addition.

Please forward your requests for the inclusion of additional subjects to: [infotrg@regisgroup.com](mailto:infotrg@regisgroup.com)

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## Studio Cypher offers San\*Go Sweep to the www

Following a year of development, internet game innovator, Studio Cypher, is making its online word game, San\*Go Sweep available for co-presentation with allied educational and public venue groups, including museums and zoos.

**Mind Challenge**

San\*Go advances the mind challenge of the cross-word puzzle to a new, internet-competitive level, with scores given for the ability to rearrange letter on a 5 by 5 grid into words, against a global field of competitors and against the clock.

San\*Go is a rare combination of a mind-improving tool, excellent entertainment, and an advanced revenue engine, designed to offer mental competition in the development of an endless variety of combined words.

**Mental Gymnastics**

The game developers at Studio Cypher are committed to creating engaging games that bring improvement to those who play them, turning to enjoyable mental gymnastics as a draw, as opposed to the open violence and limiting themes of so many in-line offerings.

model. Our opening round of joint facilitation and planning training is being scheduled to start this month.

If you are interested in understanding how we might cooperate in offering advanced tools, methods and skills customized for your circumstance and provided through you to your team and constituencies, please contact us.

Here's hoping that the New Year serves to position you and your team correctly, building a well-earned success on a platform of planned growth.

*Marc*



[Click Here to Play  
San\\*go](#)



***BizSpeak:***  
**Take a Swing**

**Definition:**

To make an attempt at something difficult at

We look forward to hearing from you!

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Studio Cypher is in the process of presenting their new game through a network of institutions interested in offering a vocabulary challenge to its members, while also competing on the Internet for new sources of revenue.

To play one of the San\*Go Sweep games as Studio Cypher's guest, please click under the visual to the right or click [here](#) to go to the current beta-master version.

For qualified community-based groups that join with Studio Cypher in this new, constructive revenue source, there will be no front-end or development fees.

If you are interested in learning more about how to tailor this game to your group please contact [infotrg@regisgroup.com](mailto:infotrg@regisgroup.com) or [nathan@studiocypher.com](mailto:nathan@studiocypher.com).

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times without full preparation

**Related Terms:**

Take a shot. Leap. Make a grab for it

**How it Sounds:**

"Martin had no idea whether the staff would go for working on the day after Thanksgiving, but GOING WITH HIS GUT, he decided to TAKE A SWING AT IT."

[Click here](#) to check out the *BizSpeak* book!

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Focus on the Future  
**Guest Predictions:**  
**Kemper Collins**

*Guest Predictions is a regular feature in which we ask leaders in a number of professions questions that affect us all.*

**Kemper Collins**

*Kemper Collins is a senior agent with State Farm Insurance Company. Kemper is involved in the sales, and service of both Property & Casualty Insurance, as well as Life and Health products and has been a friend of TRG for decades.*

*He received a BS degree in Business from Virginia Commonwealth University, and has completed numerous industry courses over his 37-year career.*



**Q: What changes in your professional environment in the past 3-5 years have you found to be the most beneficial?**

**A:**

The technology we have available to assist our clients, and to help them in discovering needs they might have overlooked is tremendous. In addition, we can process claims, and service their accounts much quicker, and more efficiently, and we can even target which clients might be more receptive to a particular line of insurance we offer.

**Q: What changes have been the most troubling to you?**

**A:**

This is the era of the Email, and the one-on-one personal conversations are just not as prevalent as they once were. As agents, we pride ourselves in offering our clients a warm friendly voice they can hear that is there to listen to their problems, and concerns. It is hard to get that feeling over an Email, but with busy schedules, that is the way people prefer to communicate.

**Q: How will globalization affect your professional area in the near term?**

**A:**

We are starting to see more, and more International Companies throwing their hats into the Property & Casualty Insurance arena. They are seeing an unlimited market in this country, and it is one more competitor we must deal with.

**Q: What significant challenges might be anticipated in your professional area in the next few years?**

**A:**

The way we must market now, vs. how we did it when I started 37

years ago is a tremendous challenge. People shop on the Internet, and simply want the lowest price, and are less concerned about the proper coverage. Also, clients that you fail to establish that personal relationship with, are much more likely to leave you. It is almost impossible to establish that relationship with a client that is surfing the net at all odd hours of the day, and night, and secure quotes from our after-hours service representative.

**Q: What are the greatest challenges confronting young professionals in Western culture today?**

**A:**

I believe their greatest challenge comes with the number of applicants vs. the number of jobs available. While technology does make life simpler, and hopefully, better, it reduces the number of people it now takes to do certain task. Companies can now pick from the elite applicants from a seemingly unending list of applicants. Young folks will have to pursue additional education or training to open up additional avenues of employment.

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Got this as a forward? [Sign up](#) to receive our future emails.

