



HSC WORKSHOP SERIES

A Program of the Human Services Coalition



NEW! How to Lead with Influence

with Erica Marx & Fred Brown

Monday, April 20, 2020

9:00 am – 12:00 pm

Fee \$70, includes light refreshments

REGISTER ONLINE at www.hsctc.org/workshops

**Borg Warner Conference Room, Tompkins County Public Library,
E. Green St. at S. Cayuga St., Ithaca ([driving and access directions below](#))
Presented by the Human Services Coalition
Co-sponsored by the Tompkins County Public Library**

The ability to influence the behavior of others is essential in the workplace. Whether you are in a leadership role or working on a team of peers, there are times when you want to achieve specific outcomes, avoid certain problems, or simply contribute your skills and expertise to a particular project.

And yet, being influential can be challenging. You may feel that your ideas aren't being heard. You may have difficulty working with certain people. Despite your best efforts and positive intentions, people may continue to be resistant.

This workshop will help you develop the skills you need to gain people's trust and positively influence situations.

You will leave this workshop with personal insight and practical tools to:

- ✓ Adapt your communication style to be more persuasive
- ✓ Influence people who hold positions of more power than you
- ✓ Create buy-in for your ideas
- ✓ Co-create solutions, even when there is disagreement
- ✓ Increase your capacity to listen and be empathetic

You will leave the workshop with new tools to express yourself clearly, build positive relationships, and advance your goals..

About the Presenters

Erica Marx (M.S.) is an Executive and Leadership coach in [private practice](#) in Ithaca, NY. She is a certified professional coach (PCC) through the [International Coaching Federation \(ICF\)](#) and a certified applied improvisation practitioner and Board Member of the [International Applied Improvisation Network](#).

Erica has over 15 years' experience as a mediator, workshop leader and instructor with businesses, organizations, and university students. In her volunteer work she is a NYS conflict mediator with the Community Dispute Resolution Center and President of the Advisory Board for Kindness Inside Out, a project of the [Center for Transformative Action](#).

Fred Brown (MFA) is a team facilitator and improvisational theater teacher, artist, and performer. As a teacher and trainer for Philly Improv Theater and Pig Iron Theater Company, he led workshops in leadership presence and team development for organizations including Comcast and the Wharton School of Business at the University of Pennsylvania. In his creative work, he focuses on original collaborative theater-making and improvisation and has performed in improv festivals around the US and Canada. Prior to earning his MFA, Fred was a Latin and Greek teacher with an undergraduate degree in Classical Philology from Harvard University.

Registration and Payment

Register online at www.hsctc.org/workshops. If you are unable to register and pay online please call 607-273-8686 or email registration@hsctc.org.

Cancellation Policy

All registration sales are final - we are unable to refund or transfer fees onto a different workshop for missed sessions. At times a workshop may be cancelled due to inclement weather or other issues. If this occurs, we will post the cancellation on our website: www.hsctc.org/workshops, email all registered participants, and refund any prepaid fees. If you plan to walk-in, please check our website for the most up-to-date information prior to attending.

Scholarships

Limited scholarships are available to agencies whose non-profit board and staff members cannot attend without one. To request a scholarship, email: registration@hsctc.org in advance of the workshop.

Snacks

Coffee, other drinks, and snacks are provided at all workshops; lunch is not provided. Attendees at sessions in the Borg Warner Room may leave and eat lunch on the beautiful Ithaca Commons.

Special Needs

Please notify us if you have any special needs; the Coalition wishes to make its workshops accessible to everyone.

For the comfort of everyone, HSC workshops are fragrance free. We appreciate your cooperation.

Driving and access

The Library is located in downtown Ithaca on the corner of East Green and South Cayuga Streets.

Directions for accessing the Library

The Library does not open its Main door until 9:30 am, please go to the northeast corner of the building opposite the TCAT Green Street Station, turn right and enter at the door on the right under the green canopy. The Borg Warner room is immediately on your right.

Driving Directions

From North or South on Rt. 13 or 34: Proceed to Green Street in downtown Ithaca. Turn East (toward Cornell and downtown) on Green Street. Proceed approximately six blocks to Cayuga St, take a right turn and proceed as below.

From South on Rt. 96b: Proceed down hill on Aurora Street to East Clinton Street. Turn left and proceed to Cayuga Street. Turn right on Cayuga Street and proceed as below.

From East on Rt. 79 or 366: Proceed to downtown on State St hill and veer right onto Seneca St at the bottom of the hill. Stay in the left lane of Seneca St until you come to Cayuga St. Turn left on Cayuga St and proceed as below.

From West on Rt. 79, 96 or 89: Proceed east to Fulton St. Turn right on Fulton St and stay in the left lane. Turn left on Green St and proceed about seven blocks to Cayuga Street. Turn right and proceed as below.

From all directions: Park in the Cayuga St. parking garage behind the Library and across from the Hotel Ithaca, or in the Green St. garage (entrance is past the "Pay and Display" and after the Cinemapolis sign on the left) diagonally across from the Library. Please note that "Pay and Display" parking is an option but the cost is twice that of the Green St. or Cayuga St. garages. The Library does not open the main door until 9:30 am, so go to the northeast corner of the Library building next to the TCAT Green Street Station, turn right and enter at the door on the right under the green canopy. The Borg Warner room is immediately on your right.

Accessible Parking

We recommend parking on the first floor (it's actually the second floor of the structure) of the Green Street parking garage near the lime green wall labeled "Green Street." There is an elevator that will take you down to the ground floor which outlets at the crosswalk on Green Street. Cross the street, turn right and it's a short distance to the northeast corner of the library, next TCAT's Green Street Station. Enter at the door under the green canopy. The Borg Warner room is immediately on your right. If the accessible parking spots are taken near the elevator you can also go one floor up and there are more spaces next to the elevator on the roof.

The Coalition is a United Way agency.