

PRESS RELEASE

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CALLAHAN ACADEMY SHOWDOWN AT PETERSBERGER TRAINERTAGE

(Königswinter) When you glance across the rotunda on Friday 31 March and your eyes tell you that Wyatt Earp has come to Germany, you are not far wrong. The flat black hat, copper colored bowtie, square toed boots, and pistol steady gaze come from Clinton Callahan, 54 year old American, founder of Possibility Management and business leader of Callahan Academy. His favorite game is called “dangerous questions.” Last year at the Personal und Weiterbildung fair in Frankfurt a rather round representative of a creative training supplies company approached Callahan/Earp saying, “Let me give you a puzzle to wrestle with and try to get it off,” while cleverly looping an aluminum rod through a buttonhole in Callahan’s coat. Callahan said, “Thank you. Let me give you a puzzle to wrestle with. Why do you eat more food than your body can digest?” That is a dangerous question.

Here are other dangerous questions: “What if you shared the expensive lab equipment among similar projects and used the extra budget to hire temporary lab technicians from India or Russia to get the work done quicker?” “How are you using the selling talent of some of your managers to improve the selling talent of your other managers?” “Who do you think creates the company culture of your project?” “Why are you letting this psycho-emotional conflict divert you from accomplishing your commitment?” If answered seriously, dangerous questions provide valuable new insights that can turn business problems into profit. “We make unspoken agreements not to ask each other dangerous questions,” says Callahan. “In this way we lose untold millions in opportunities for innovation and organizational development.”

Callahan arrives at the Petersberger Trainertage with a whole posse of associates, including Mr. Helmut Langen, project leader of Der Kompetenz Multiplikator-Effekt. The project aim is to bring 200 trainers through the world-class cutting-edge Possibility Trainer certification in the next three years to initiate a jump-start in the German economy. “If there is even the smallest chance of success it is worth trying,” remarks Callahan. Other members of the posse include Mr. Rafael Knuth, sales specialist, Mr. Wolfgang Koehler, Possibility Trainer, Ms. Sonia Willaredt, information networker, and Ms. Marion Krause, strategic alliances. If you get a chance to visit the stand be prepared to walk away with a flip-chart map of tools to use in your next meeting or strategic planning session.

On Friday Mr. Callahan will give both a talk and a workshop. The talk is for HR developers and business leaders and is titled: Possibility Management – ‘Responsible presence of mind in today’s rapidly changing economy.’ Particular attention will be paid to working within restricted budgets and still taking a stand for upgrading leadership and management competence.

The workshop is more directed towards trainers and is titled ‘Archetyphen ersternen.’ The title reminds us that other professions depend on the trainer to liberate and develop the vast raw potential of human beings – no other profession has that job description. Think back to the idea of dangerous questions. What stops you from asking dangerous questions? The answer for many of us is: fear. If it is not okay to feel fear then we will not ask dangerous questions, and then our clients will not receive our full value. Getting 100% okay with 100% maximum feelings turns on archetypal clarity and power that a trainer can use. Turning on trainers is what Callahan Academy does in Possibility Trainer certification.

Further information about Petersberger Trainertage can be found at www.petersberger-trainertage.de. Information about Der Kompetenz Multiplikator-Effekt comes from Helmut Langen, Tel: +49-(0)6201-64894 Email: helmut@callahan-academy.com. To apply for Possibility Trainer certification, please contact Clinton Callahan, Tel: +49-(0)89-74949473 Email: clinton@callahan-academy.com. General info www.callahan-academy.com, Tel: +49-(0)8036-3039471 Email: info@callahan-academy.com.

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