

## **PRESS RELEASE**

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### **Area Business Leader “Publishes the Book” on Interpersonal Skill Building**

**(KANSAS CITY, MO – November 28, 2011)** – In a time of increased need for accountability and relationship building, workers at all levels must form interpersonal relationships with peers – as well as the public. The ability to accomplish this successfully is essential to productivity, performance, budgets and plans and is the subject of the new book, *Interpersonal Secrets for Professional Success,*” by Kay A. Saunders, founder and CEO of Bellewether, Ltd. and President/CEO of its subsidiary The Human Asset Imaging® Institute, which focuses on the people side of productivity – turning personal potential into organizational performance.

“Everything in a world filled with people hinges on how well people negotiate to get along, accomplish tasks and utilize resources,” said Saunders. “What could be more practical to achievement than gaining greater people skills?”

Saunders goes on to explain that it is a crucial time for managers to re-tool staff so that they may more effectively adjust to social and economic changes brought about by increasing public expectations, shifting US demographics, a diverse workforce composed of five generations, attrition caused by retiring seasoned workers, globalization, and privatization.

“Certainly, the need for interpersonal skillfulness has never been such an obvious success factor,” she adds.

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The book is designed to guide readers through practical information, achievable steps and realistic recommendations and is a comprehensive tool filled with relative information important to forming and preserving personal, professional and social relationships.

“This book provides meaningful explanations to complex concepts in interpersonal dealings and along the way intertwines fun, interesting stories of how some of the most well-known contemporary and historic figures have leveraged relationships with some of the most unlikely of people to gain friendships and influence, leading to mutual gain.

Every concept in the book can be tied back to practical business application and this provides a fantastic platform for individual and team discussion and learning.

The book encompasses 11 dimensions of content and correlates to the Human Asset Imaging® Inventory, an online assessment tool created by Saunders in conjunction with the U.S. Department of Labor. “The assessment affordably appraises individual and group knowledge, skills, behaviors and attitudes and measures what people know, or need to know about critical interpersonal skills in eight dimensions and 32 competencies. It provides enormous value to business owners and managers who must fill knowledge gaps but have limited training dollars,” Saunders said.

Saunders went on to say, “This book draws direct correlation of these interpersonal skills topics to business foundations so employees understand how to build more effective relationships. Managers build the skills needed to improve productivity, morale, employee retention, teamwork and customer relations.”

Interpersonal dimensions explored throughout this book include Leadership, Self-Management, Ethical Behavior, Professionalism, Communication, Interpersonal Behavior, Social Behavior, Multiculturalism, Problem Solving, Decision Making and Business Foundations.

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“This has been a labor of love for me,” said Saunders. “I have included in this project much of what I’ve learned about building positive relationships and this book becomes my next step in providing so many “secrets” that can make the journey easier for others.”

To find out more about ***Interpersonal Secrets for Professional Success***, or to order your copy today, call Bellewether at 816.554.9400.

**About Bellewether Global**

Based in Kansas City, MO, Bellewether Global is the umbrella brand for an established and growing group of companies dedicated to helping client organizations of all types increase their performance and reach their potential. For more information, visit [www.bellewetherglobal.com](http://www.bellewetherglobal.com).

**About Bellewether, Ltd.**

Founded in 1994, Bellewether is a provider of business operations consulting services, with specialization including strategic process mapping and the development of clear and accurate operational structures. Its services include Business Process Management and Documentation, Strategic Practice and Analysis, and developing Self-Directed Team Initiatives. Its diverse group of products and programs includes the Human Asset Imaging® product line, now available through the company’s Human Asset Imaging® Institute. More information can be found on the company’s website, [www.bellewether.com](http://www.bellewether.com).

**About The Human Asset Imaging® Institute, LLC**

The Human Asset Imaging® Institute (a wholly-owned subsidiary of Bellewether, Ltd.) serves as Bellewether Global's evolving repository of learning, knowledge and expertise in interpersonal skills development. It offers a portfolio of resources and programs to improve interpersonal skills, in order to increase organizational and personal performance. Through assessment and actionable training, the HAI Institute enables client organizations to decrease interpersonal conflicts and increase focus on mission critical activity. More information can be found at [www.hai-institute.com](http://www.hai-institute.com).