

Earl Wallace

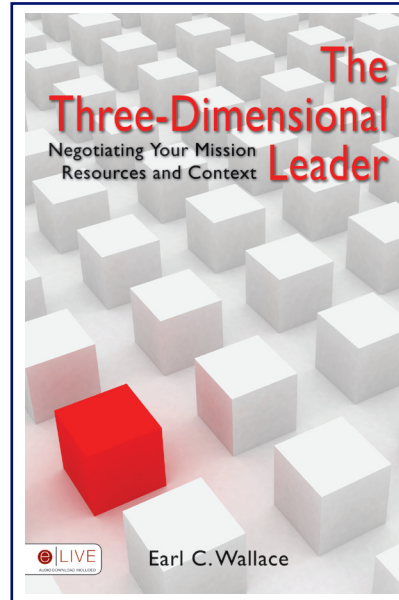
My passion is to improve the effectiveness of the human processes within organizations by deploying my three-dimensional concepts to inspire achievements like these:

- As a high school English teacher, 92% – 94% of students passed State standardized tests
- As a Veterans Benefits Counselor I won a 100 % VA settlement retroactive 1954 – 1994.
- As a Statewide Program Administrator, I reinvigorated a workforce of 100+ to exceed productivity customer segment service goals by 10% - 24%.

**Organizational Engineer
Inspirational Coach
Strategic Planner
Entrepreneur
Consultant
Author**

**Earl Wallace
Author of
“The Three Dimensional
Leader”**

“Negotiating Your Mission,
Resources & Context”



I wrote The Three Dimensional Leader:
Negotiating Your Mission, Resources and Context
to help your organization succeed!

Order your copy today

www.ThreeDimensionalLeader.com

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Schenectady, NY 12303
Phone: (518) 377-3582

Is your organization functioning robustly so synergy is achieved and the output is greater than the sum of the individual parts?

I'll work with you to customize my III-D services, projects and coaching, seminars, motivational addresses, single and multiple day workshops, and weekend retreats to suit your organization's needs.

Most business and organizational challenges result from people problems.

Overcome them with Earl Wallace's book, The Three-Dimensional Leader and his services that improve leadership and organizational effectiveness to achieve better coordination and synergy from human relational processes!



Improving leadership effectiveness to achieve synergy from human relational processes so organizations thrive!

Earl Wallace's work has been endorsed by world-class leadership and organizational strategists.

"How does one become an expert? One way is by being 'a good observer.' Earl Wallace has proven himself to be such an observer, having studied the patterns of leaders in numerous environments, from the sports fields, to corporate structures, governmental organizations and the characters of the Bible. He concludes that successful leaders are consumed by their mission, but that is not enough. They must also understand how to find and deploy resources and to provide the context for decision making. According to Wallace, leaders must excel at each of these three dimensions. On a subject where art generally outweighs science, Earl Wallace provides an interesting and provocative tour through his gallery."

David P. Norton Founder, The Balanced Scorecard Collaborative, Director, The Palladium Group, Boston, MA (USA)

"Earl Wallace has captured the essence of Leadership and turned it into an easy and complete template that can be immediately implemented, "The Three Dimensional Leader" is not only incisive, but a brilliant resource for application."

Arthur F. Carmazzi, ranked as one of the world's Top 10 Leadership Gurus, founder of the Directive Communication Methodology and Bestselling Author

"In the pages of The Three Dimensional Leader, Earl Wallace gives us his answer to the perennial question: What are leaders supposed to do? A highly worthwhile read, I recommend it to all those in leadership positions past, present, and future.

Marshall Goldsmith is the million-selling author of Succession Are You Ready? and What Got You Here Won't Get You There – a WSJ #1 bestseller.

Train Your Team:

Executive III-D Leadership Strategic Focus: Strategic planning that synthesizes your organization's mission, vision and values into cohesive strategy that aligns resources to achieve competitive advantage.

The III-D Leadership Basic Course: Divulges the scalable paradigm to outline effective leadership, vision, focus and behaviors that resonate with employees. Provides tools to discern how to position organizational resources within the context to fulfill the mission both now and in the future.

Conditioning for Creativity: How the Five Factors of Out-of-the-Box Thinking spur innovation and reduce learning curve cycle times to develop new products, processes and services.

Core Operational Success Dynamics: Capture the culture that reduces silos by Franchising Values to cross-pollinate mergers & acquisitions and achieve cooperation between divisions, departments and units to accomplish the mission. You cannot violate values without violating processes.

Leading Change: Lead initiatives by developing a change and implementation rhythm based on the three-legged stool of understanding. Learn how people increase their capacity to make necessary adjustments.

Negotiation Nexus: Aligning elements that frame good deals that provide win-wins for all within the context.

Synergy from Diversity: How 2+3 will = 6 or 7. Robust perspectives avoid "group think" and arrive at the 80/20 postulate.

Government Performance & Accountability Systems: Learn how to achieve III-D MRC concepts that promote openness in public and NFP organizations.