



**Bob McHardy CLU**  
**Managing Partner**  
**Self Management Group**  
**President PLUS Corporation**

Bob McHardy, Self Management Group Managing Partner and president of PLUS Corporation; the training and performance coaching division of the Self Management Group.

Bob is a recognized thought leader, engaging key note presenter, accomplished author, management trainer, sales trainer and recognized performance consultant. Bob's key note presentations and workshops are consistently meet with wide acceptance and positive feedback. His engaging presentation style is rooted in real world, practical business examples relevant to his audience.

“ Bob McHardy has conducted Managing Effort sessions with our regional VP's across the country, and the feedback on these sessions has been excellent. Bob and Self Management have a depth of skill and knowledge that allow them to add value to any organization. I enjoy working with them and would not hesitate to recommend them as a business partner. Self Management Group has provided us with excellent tools, consulting, facilitation and support to meet the needs of our business and directly impacting the bottom line.  
 - Stoney Kudel, Director, Learning Design, CIBC

Bob has first hand understanding of the critical elements of performance that lead to personal and professional results. He knows the world of sales, sales management, and performance coaching, having spent 20 years running a successful high-performance sales culture.

Since 1990, Bob built the training division of Self Management Group, PLUS Corporation, into a major training organization bringing their innovative self-management system to some of North America's largest and most respected Banks, Trusts, Life Insurance, Pharmaceutical and Retail Sales companies.

Bob and his partner John Marshall Ph.D. have developed several unique programs which deal with creating self-managing, high performing cultures. They co-authored several books and articles on the subjects of selection, coaching, training, motivation, retention, and performance and have sold over 30,000 copies. Each of these books is supported by practical, hands on, state-of-the-art training program based on adult learning principles. These include:



**Hiring Winners:**  
**Selecting Sales Professionals**



**Principles of Self Management**



**Managing Effort:**  
**Getting Results**



**Personal & Professional Longevity Under Stress**

Through these programs and through Bob's speaking engagements, individuals improve their personal and professional performance by turning key, critical success behaviors into habits. Managers learn to coach more effectively and to think differently about their role as manager, mentor, coach or partner. Participants learn to more effectively balance their personal and professional commitments and organizations develop pro-active recruiting cultures where recruitment of high performing self-managed individuals becomes a function of everyone in the organization.

**SELFMANAGEMENT GROUP**

SELECT | DEVELOP | RETAIN | TOP PERFORMERS

**Self Management Group** is a world leader in screening, selecting, training, and retaining high performing self managers. For over 25 years, SMG has partnered with the worlds leading companies to develop high performance, self managed cultures. Call 416-746-0444 to schedule a complimentary demonstration or to book Bob McHardy as a speaker at your next event.