

J.G. STALLMANN

COACHING · TRAINING · BERATUNG

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Our Niche Products

Support in Achieving your Company's Goals

**Your Organisation
as a Production Unit**

Our Tools at a Glance

**Values we stand for,
more about Stallmann**

**Landsberg
Access and Whereabouts**

Location and Facilities

Please talk to us!

OUR NICHE PRODUCTS

Goal-Finding as a Coaching Process, in a symbiosis of all those areas of life which are important to you, be it as entrepreneur, manager or private person. Also very helpful when key personnel in a company find themselves in a situation of having to make decisions of conflicting interests between their professional and private lives.

Our State of the Art Motivational Survey which provides you with a clear picture of the organisation as perceived analytically and emotionally by those who do all the work for you - your staff. Resulting in a balanced assessment of merits and shortcomings, intended and unintended consequences as well as any remedial actions where desirable.

Analysis and Modification of your Company's structure and work-flow, based on the concept of Goals, 'Product' and Values of an Organisation. The concept of 'Product' broken down as applicable to all functions and work stations. Capable of growing with the development of your company both in size, product and activity whilst maintaining clarity and stability throughout.

As a Coach, Consultant and Trainer, J.G. Stallmann offers you
SUPPORT IN ACHIEVING YOUR COMPANY'S GOALS

There is no ship that does not leak; somehow, somewhere. Nothing and nobody is perfect. However, there is a limit to all that which should not be exceeded or fallen short of too much.

In honest and personal engagement for entrepreneurs and managers, people in all walks of life wishing to be even more successful, J.G. Stallmann can look back at over 25 years of truly motivated and successful support for and in companies of all kinds: from small to large, whether it be machine building, IT or the service industries, and on all levels of hierarchy.

Should you find yourself in a situation where time and again you can't help feeling that you are having to spend far more time and energy than should be on your vessel making reasonably efficient headway towards its goal; when you are asking yourself time and again if and how you can continue to create a prosperous, happy and safe enough future for yourself, your family and your organisation, then:

We can help you in finding even seemingly small or undetected leaks, called weak points, in the hull of your ship which is your company or function, just as much as we can help you detect idle potential for even better performance of this ship whose captain you are and should continue to be! With you quite likely having even clearer goals and values, we can assist you to recognize with a hawk's eye the right course for your ship and staying on it, minimize or at best do away with the majority of weak points, and on the other hand, put to use available but idle lying potential for even more long term success, pleasure and motivation for yourself and everybody else around you.

YOUR ORGANISATION AS A PRODUCTION UNIT

The often quite disproportionately large damage done to a chain of production by small apparent weak links, just as much as the disproportionately high apparent benefit achieved by their elimination, is explained by the fact that any chain is only as strong as its weakest link: $10 \times 10 \times 0$ equals 0! This meaning that the resulting total strength of a chain of production is not by addition or subtraction, but by multiplication: $10 \times 10 \times 4$ equals 400, $10 \times 10 \times 5$ already equals 500, i.e. 25% more or better - this is the good news! Not illusion but achievable benefit!

A wide choice of all the different tools we can choose from in our mutual engagement for closing leaks and building up strengths for the ship on which you are the captain, is given on the next page: all are fully compatible with one another and in the spirit of WIN-WIN-WIN.

First however, a brief profile of the person who will support you in your purpose of continuous improvement by putting to full use all available potential towards a happy and successful future for you and your people. Accompanying you, if you wish, over a period of time by measures of full or half days, or even hours, personally or by telephone.

Stallmann can look back at much personal experience: on the before mentioned 25 years of engagement as a Personal Coach, Consultant and Trainer, on top of many years as a manager in high level positions: ten years in Germany and another ten years between England, France and Belgium; besides a one year's training in Sweden.

Trade marks of his career were positions and functions of 'start-up' or 'turn around' in organisations the size of 30 or 1000 or even 60.000 employees. In the latter as Director of Marketing with signatory rights, prior to that as Director of the Paris branch of a London based company, prior to that as Export Manager for two different British companies

This very extensive practical experience in positions of responsibility 'on the other side of the fence', as clients now see it, combined with his wide experience and honest, personal engagement for his clients and their people in his present work, always were and are the decisive factor for his success and acceptance at all levels of hierarchy.

Stallmann offers his services in English as well as German. For appropriate tasks and situations he is fully coordinated with a colleague in Germany and another in the U.S.

OUR TOOLS AT A GLANCE

All Services rendered in both English and German

OUR STATE OF THE ART MOTIVATIONAL SURVEY

Provides you with a clear picture of supporting and obstructing causes,
interdependencies and recommendations

GOAL-FINDING AS A COACHING PROCESS

In a symbiosis of all those areas of live which are important to you,
be it as entrepreneur, manager or private person.
In situations of conflict and personal stress, very helpful also for key personnel

CONSULTATION UNDERSTOOD AS SHARED CREATION OF CHANGE

For full usage of your company's available and perhaps hidden potential,
now and for the future. Goals, 'Product', Values, Organisational Structure,
and all subjects listed under training

PERSONAL COACHING

On all topics related to our program in a facility of your choice.
Or in our own facilities in historic Landsberg on Lech.
Time Management/Self-Organisation at your desk with your actual tasks and papers

TRAINING

Leadership, Time Management/Self-Organisation,
Communication Skills, Selling Skills.
All fully compatible with one another and in the spirit of WIN-WIN-WIN

ASSISTANCE IN PREDICTING AND IMPLEMENTING CHANGE

At all levels and on all topics related to our program.
By days, half days, or the hour, personally or by telephone

The worth of an organization
is determined by the people working for it
and the spirit in which they do so

Heinrich Nordhoff
former president of VW



J. Stallmann

About Stallmann

The Beginning

Of German nationality, born in Landshut/Isar. Higher education with Latin, Greek, English and French. With a view to managing his uncle's making-up factory, apprenticeship in textile retail. Nine years abroad: one year in Sweden as a student trainee in a major fabric manufacturing company, followed by 6 months in his uncle's factory and the decision not to be successor. Further 8 years abroad: in England as Export Manager Europe for two British fabric manufacturers, both times responsible for the opening of new markets, introduction of new products, search for and engagement of agents, their turnover and his own; in France as director of the Paris branch of one of the two British manufacturers in a successful task of turn-around and in close cooperation with Couture and the International Making Industry: overall responsibility for making the operation profitable with accent on sales, marketing and public relations; in Belgium as one of 7 Product Managers in the Synthetic Fibers Division of MONSANTO EUROPE in Brussels.

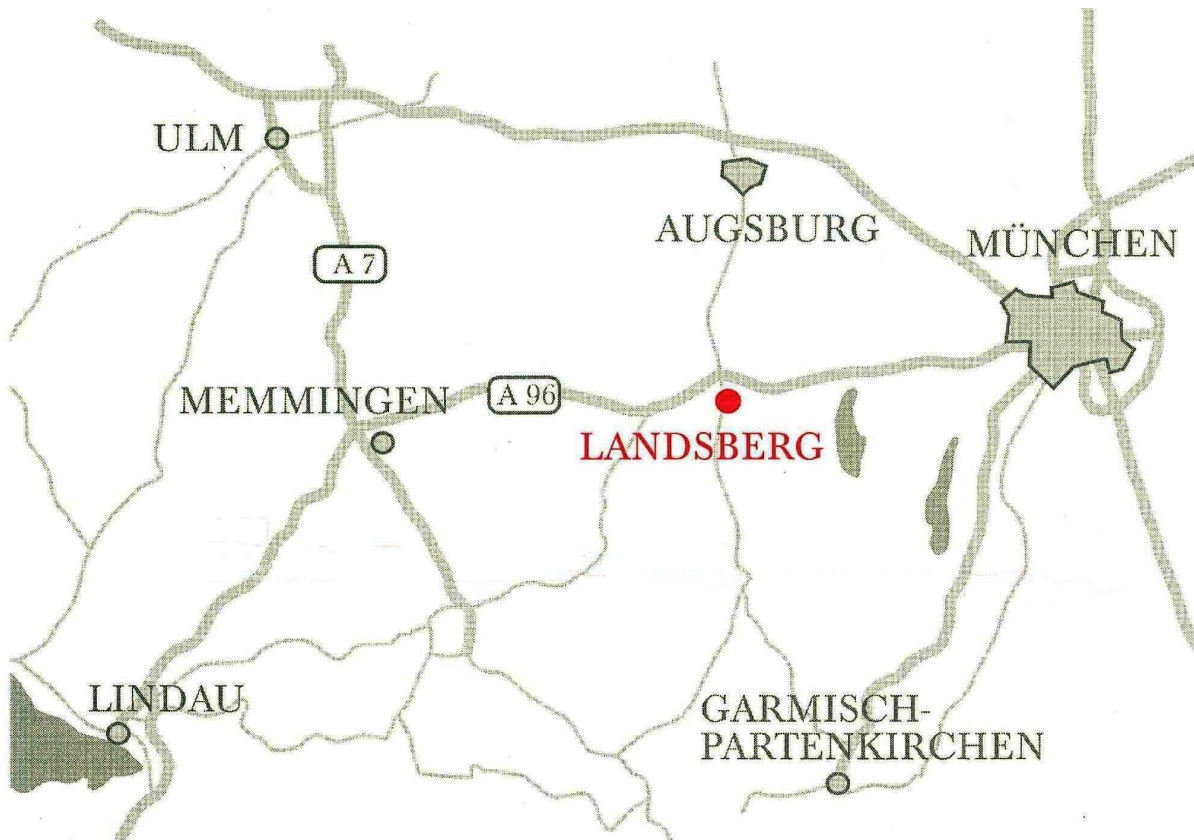
The Quest

Nine years with MONSANTO GERMANY. First continuing as Product Manager, then as Merchandising Manager promoting the activities of all 7 Product Managers to major retail outlets, followed by five years as Marketing Director Synthetic Yarns and Fibers, Division Floor Coverings. Responsible for staff and all commercial aspects such as sales, product- and application development, technical service, merchandising and advertising. The goal was to focus this division of MONSANTO's Continental Europe wide dispersed activities and establish it as one of the market leaders in the field of synthetic yarns and fibers for textile floor coverings in Western Europe; with increasing market penetration in Germany. Signatory rights. In this period, manufacturing facilities for Nylon were established in Luxemburg, for Acrylics in Germany. They and another already existing facility for Acrylics were made to run at full capacity. In the Division Textiles, yarns and fibers for floor coverings were MONSANTO's strength: by far the biggest volume and profits were produced there.

The Fruition

Looking back, engaged most of the time in and responsible for missions of 'start-up' and 'turn-around'. Self-employed since 1973; as Personal Coach, Trainer and Consultant in the sense of shared creation of change since 1984. The overall goal being to deliver tangible, engaged and honest assistance to staff, managers, entrepreneurs and of course the whole organization by conducive and harmonically integrated measures; for each and everyone to personally practice desirable changes and live by their values in the spirit of WIN-WIN-WIN towards further improved productivity and motivation. Together with Wolfgang Knüfer, Management Training & Coaching in Germany, and Peter A. Land Associates in the U.S., closely aligned in contents, procedures and the all important ethical and moral values. Thus we are 'more than one head' where applicable and desirable, which enables us to offer additional quality and reliability.

LANDSBERG ACCESS AND WHEREABOUTS



PERSONAL COACHING AND CONSULTATION,
TRAINING FOR SMALL GROUPS ARE WELCOME IN OUR FACILITIES,
WHICH ARE PART OF LANDSBERG'S HISTORIC SKYLINE



MAIN ENTRANCE



CONFERENCE- / WORKING FACILITIES



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