

PRESS RELEASE

For Immediate Release

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Tony Kubica and Sara LaForest will be in Philadelphia on April 13, 2010 to present "Influence without Authority: The Final Art of Getting Work Done" at the International Facilities Management Association Fusion Conference in Philadelphia, Pennsylvania. Their talk is based on extensive research into why some individuals are more successful than others in the workplace even though they hold the same title with similar responsibilities. They will describe the 10 self-sabotaging behaviors that are the major barriers to achieving influence within an organization. They also explain that knowing how to influence is important, but unless the intangible self-sabotaging behaviors are recognized and addressed, influencing behaviors will fall short of achieving its goal. They will help the audience recognize these behaviors, what they can do about them and how to develop the skills to influence constructively and confidently without authority.

Tony Kubica and Sara LaForest are Founding Partners of Kubica & LaForest Consulting. They are management consultants, executive coaches and business performance improvement specialists with extensive experience in hospitals, healthcare-related organizations, small and medium size businesses and non-profit organizations.

The International Facilities Management Association is the world's largest and most widely recognized international association for professional facility managers, supporting more than 19,000 members in 78 countries. The association's members, represented in 123 chapters and 16 councils worldwide, manage more than 37 billion square feet of property and annually purchase more than US\$100 billion in products and services.

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