

# MYT

MAXIMIZE YOUR TALENT

Happy New Year to our valued clients, colleagues, and fellow members of the MYT community,

As we reflect on 2023, it brought a spectrum of opportunities and challenges, both globally and within our business. The persisting divisiveness in various spheres continues to foster distrust and bitterness. The essential communication skills of calmness and thoughtfulness seem to be absent in too many conversations. Despite the global struggles to find common ground, we remain hopeful that this might be the moment where such commonality can be discovered.

On a local level, the aforementioned discord certainly posed a threat to our business plan in the past year, and additionally, it remains a key concern for us in the coming year. This challenge is also mirrored in the plans of our clients, who have also identified it as a primary obstacle. The prospect of positive developments in these areas would undoubtedly bring a collective sigh of relief for everyone involved.

The challenges faced by MYT Group were predominantly centered around achieving results and executing succession plans. Fortunately, notable progress has been made both within our leadership team and with our cherished professionals. We now have individuals undergoing training to assume additional consulting responsibilities, providing much-needed relief. **Kelly Mesler** is collaborating closely with **Bijal Shastri**, who has flourished in her new role this year and is well respected and cherished by clients and team members alike. Kelly is actively training Bijal to lead daily operations, facilitating a seamless transition and positioning Kelly for a more strategic role.

Further, **Norm Arslan** has successfully identified a strong candidate as a backup to facilitate the LDP II - Essentials program and brought significant value to our clients through Mastery, LDP II, and private coaching offerings. Kudos also goes to **Karen Pacent** for her excellent talents facilitating LDP I - Fundamentals and **Mike Stanton**

who continues to coach clients in the Mastery and mini-Mastery program. **Greer Kirshenbaum** excelled in teaching soft skills at LDP II program workshops. **Steve Wolff, Jackie Kindall, and Nathan Teegarden** have all demonstrated peak professionalism, contributing advanced leadership lessons through the LDP III program.

Despite a slight hiccup in gross revenue, valuable lessons were learned. We introduced promotions to raise early program registrations and give our clients savings. We've expanded our team with specialized staff to work closely with our leadership team and lead business development efforts. **Diane Wang** is spearheading our marketing and sales initiatives and **Kaylin Jones** continues to provide exceptional administrative support and creative content through our social media channels and website.

Continuously at the forefront of our Emotional Intelligence initiatives is **Fred Luskin**, who, with his renowned knowledge and application of EI competencies, continues to inspire us all. **Shani Robins** has played a crucial role in supporting Fred, bringing his wisdom and a brilliant smile to our Mastery workshops.

As we embrace strategic adjustments, use challenges to build resilience, and make decisions grounded in our values, we will be well positioned to continue to enhance our clients lives and cultivate valuable life and leadership skills.

Sincerely,

*Art DeLorenzo*

Managing Principal  
MYT Group