



Training Courses & Programs

Fall 2017

Executive & Management Courses

Time Management – Every manager is looking to maximize their time and learn how to “work smart”. Our time management course teaches the basic techniques of time management, identifies the biggest time wasters for individuals and provides simple tools to make an immediate impact. (3 hours)

“What If” – Two Words for Every Manager – As managers, we are always looking to find the balance between leadership & participation from our teams. In this fun, informative and interactive session, we teach how the two words “What If” can be used to change the communication and effectiveness in any department. (3 hours)

Prioritizing Effectively– In today’s world, it often seems like “Everything is a priority”, but it’s that mindset that causes frustration for managers and employees. This course teaches participants techniques for prioritizing tasks on a daily basis and is a perfect companion course to ***Time Management***. (3 hours)

Social Media & Success– Facebook, Twitter, Snapchat, Pinterest, LinkedIn – social media has become the way the world communicates. But how do you take Social Media and use it to grow your business? Our course teaches how to apply Social Media strategies to YOUR business. (2 hours; Suitable for General Assemblies & Trainings)

The Four “A”s of Managing Employees– As Managers, we all want our employees to succeed. But do you have a formal process for guiding employees and improving performance? This course teaches the “Four A’s” process of employee performance and how to manage them. (3 hours)

Team, Staff & General Courses

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Trickle Down Customer Service– Companies and individuals are always looking to provide the best Customer Service experience for customers – but is it happening? This course will show you can take your customer service goals and make sure they are reaching every level of your company. (2 hours)

Personalities and Communication– Our most popular course is fun, interactive and informative. Over the course of the session, we’ll help participants identify their personal communication style, identify those of others around them and how to use that knowledge for a more productive team. (3 hours)

Networking & Selling– Selling in today’s world is tougher than ever. Customers have a greater ability to compare, contrast and review you and your company. We will teach you how to use simple tools at your disposal to build and maximize your network to increase sales. (3 hours)

Millennial Success– The current “Millennial” generation is media savvy and technologically advanced. The course shows them how to apply those skills in the real world – helping them reach their goals and reach their full potential. (2 hours)

Meetings that Matter– We’ve all been there – leaving a two-hour meeting where the biggest takeaway is, “Well, that was a waste of time.” This course teaches how to hold more effective meetings that encourage participation, direction and yield results. (2 hours)

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“LAST” Customer Service Complaints – Even the best companies have unhappy customers at times. This course has a simple 4-step process for dealing with Customer Service issues. LAST – Listen, Ask, Suggest, Thank – is the recipe for satisfied customers no matter the situation.

Numbers, Numbers, Numbers– In every job, there are certain numbers that matter – and many that don’t! For this course, we work with your company to identify which numbers matter most – then create a training program to teach your teams. (2 hours)

Event Planning– From Travel to Hotels to Costs to Staffing. Planning an event of any size can be a daunting task. Here, we show the basic formats for how to plan events, what to look for and what questions to ask. (3 hours)

The Work/Life Balance– It seems that everyone is talking about “balance” in their lives. From work to family to health to stress – everyone wants to find the perfect system for their lifestyle. This seminar discusses that “balance” but focuses on the workplace and maintaining productivity as part of that “balance”. (3 hours)

Project Timelines & Management– How many times have you had a big project and need to create a plan? How often do you take the deadline and work backwards? What if you learned that this is completely the WRONG way to approach it? This seminar teaches a better approach to timelines and project management. (2 hours)

Personal Finance– A great seminar for employees to take with them outside the workplace. We teach the basics of personal finance to teach people how to be financially solid using offers, tools and knowledge available to everyone! (2 hours)

Party-Plan & Direct Sales Courses

SMART Goals I & II – In direct-sales, we often focus on “goals” – whether it be trips, promotions, growth or sales. But how do you know if you and your team are setting goals the SMART way? Part I teaches the basics of setting smart goals. Part II has in-depth participation where attendees set goals for their business using real-life numbers and information. (Part I - 3 hours, Part II – 4 hours)

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Book, Sell, Recruit 101– This course is a requirement for any direct-sales organization. It teaches the basics of party-plan and how bookings lead to sales which lead to recruits. Book, Sell, Recruit 101 is perfect for new recruits as well as seasoned veterans who may need a “back to basics” refresher. (2 hours; Suitable for General Assemblies & Trainings)

Build a Better Team– Learn how to become a “Manager of Champions”. We know that to experience big growth and higher income in party-plan, building a team is a necessity. Our course teaches participants how to analyze their current team, identify “gaps” in their team, and how to build a long-term sustainable team for increased profits. (3 hours; Suitable for General Assemblies & Trainings)

Social Media & Success– Facebook, Twitter, Snapchat, Pinterest, LinkedIn – social media has become the way the world communicates. But how do you take Social Media and use it to grow your business? Our course teaches how to apply Social Media strategies to your party-plan or MLM business. (2 hours; Suitable for General Assemblies & Trainings)