

Diversity, Inclusion, and Business Development

Core of Commonality. [Trust.](#) [Revenue.](#) [A Must.](#)

This is fantastic interactive exercise uses commonality as the platform for communication removing preconceptions, misconceptions, biases with tolerance, unity and understanding. Fostering innovation to harness commonality to attract and retain employees with the skills and backgrounds that executives seek.

Improve understanding among subordinates and leadership.

[Results:](#) The Core of Commonality builds a bond of trust amongst attendees, providing a foundation for effective communication, and a platform where collaboration and strong team building are centered around a common sense of purpose.

Harness the Power of Diversity and Inclusion. [Inclusive companies enjoy 2.3x higher cash flow.](#)

A crash course in cultural awareness.

[Results:](#) Learn the different expectations each culture recognizes and be able to communicate/cater to help build stronger TRUSTING relationships.

Generational Dynamics Boot Camp. [Make it Work For You Not Against You](#)

Leverage work styles of GenZ, GenY, GenX, Boomers and The Greatest Generation.

[Results:](#) Understanding the various work styles, communication differences, and habits of the "Five Generation Workforce"

Change Management. [Must Know The Rules To Win.](#)

Change often is difficult to accept, whether it be new leadership, mergers/acquisitions, or a relocation.

[Results:](#) Learn how to engage employees in the process and encourage teamwork to avoid confusion and morale problems that hurt your bottom line.

Operational Alignment. [More Money, More Revenue.](#)

A leader can be lost in the forest due to high turnover, regular business and can't see or acknowledge the problems, but we can.

[Results:](#) Dig up the issues, re-constitute and create wealth.

Unconscious Bias. [Avoid resentments, high turnovers and legal action.](#)

Bias is expressed via “microaggressions.” Microaggressions are comments, snubs or insults that communicate derogatory or negative messages either verbal, nonverbal or environmental. They may not be intended to cause harm, but are targeted at people based on their membership in a marginalized group. One of our goals is to help individuals identify them and teach how to intervene when they observe one.

[Results:](#) Face the issues, re-constitute and create wealth.

Reputation, Training, and Business Climate

Reputation. Your Most IMPORTANT Career Asset.

A good reputation will move you forward and a bad one will hold you back.

Results: Learn how to focus your actions and behaviors to positively influence what people think and say about you. Or you can let people think as they please.

Becoming a Recognized Expert. It's A Recipe.

The recipe requires lots of ingredients for each segment. One area needs to trigger the other and ultimately other areas are triggered for recognition. Segments include: publishing, newsletters, social media, press, blogs, speaking gigs.

Results: More media attention, more revenues. Make your mark in the global marketplace.

Presentation and Public Speaking Skills. A Life Required Skill.

Interactive, fun and skills training needed to survive in the workplace and... at home.

Results: Effective presentation is the difference between a leader and a follower.

In-House Performance Coaching (VARIES). Discreet and Effective.

Improves engagement and performance through new management approaches that empower staff. Overall improving relationships with staff, and identify skills and behaviors that need development. Available for executives and employees.

Results: On site evaluation and access to day-to-day activities. Real time analysis and response. Leadership and operation input.

Trust in the Workplace. Imperative.

How to establish it, how to sustain it and how to fix it when it's broken between colleagues, supervisors, vendors, and clients. A trusting workplace boosts your bottom line by optimizing employee performance, enhancing efficiency, and establishing and clarifying common goals which is critical for long-term growth.

Results: Increases understanding, allows strengths to be leveraged and weaknesses minimized. Harness the power of diversity.

Growth and Innovation

Tell Me About Yourself. [Opens Doors or Closes Doors.](#)

Your destination is up to you. Learn how to manage your reputation or someone else will do it for you. Flawless and fun commentary about yourself is a MUST.

[Results:](#) Be the Master of Yourself + Reputation

Negative Rehab. [Turn Your Life Around.](#)

Negativity is a habit that can be overhauled. It started as thoughts and then verbally. It's formed from a young age. Trashing people at work, including your boss, is a career and reputation killer.

[Results:](#) Y-O-U will have the tools to create a new habit and it's up to you to think and act differently. Create and maintain a positive framework, mission, vision, and values keeps people focused instead of disengaged and uninspired.

Don't Fall Prey To The 7 Dwarfing Habits that Make You Look Small (and How to Avoid Them). [Create New Effective Habits.](#)

Habits can be changed by creating new ones.

[Results:](#) Survive and thrive at work

Emotional Intelligence.

Communicate nonverbally through facial expressions and compassion. Effective communications separate leaders and followers. Review your ability to make connections and clearly express yourself through a hands-on speaking skills assessment.

[Results:](#) Build self-awareness, develop leadership skills, enhance work performance, and encourage inclusiveness by practicing and promoting mindfulness

Leading with Innovation. [Hot Topic. Companies enjoy a 26% increase in revenue based on extracting ideas from the diverse pool of employees.](#)

Innovation stems from diversity and inclusion. As executives move forward with the dramatic shift of employees still working and those who are joining the workforce, how do executives find time to listen to the nay-sayers, grumpy, and lower level employees who just might have that winning concept?

[Results:](#) Critical leadership skills, thriving at work. First step to implementing sustainable change.

Pillars of Office Politics. [Reputation + Teamwork = Success.](#)

It's not enough just to be good at what you do. Each organization is as unique as its people and, from time to time, we all have to deal with that "difficult" boss, "lazy" coworker or office flunky.

[Results:](#) A practical introduction to developing leadership skills and reputation management, enabling you to navigate your company's landscape and promote teamwork.