

THE NEW DALE CARNEGIE COURSE – SKILLS FOR SUCCESS[®]

Do you want greater results with less stress?

- *Are you satisfied with the results from your productivity, safety or quality initiatives?*
- *Do your leaders engage team members in a way that improves cost control and employee engagement?*
- *Are you effectively protecting and expanding your customer base in this “interesting” economy?*

If you want to generate greater results in these areas, the Joliet Chamber of Commerce is partnering with Dale Carnegie Training to bring you a proven opportunity to increase effectiveness. The NEW Dale Carnegie Course – Skills for Success is available in the Will County area. The program has a built in Return on Investment Project with coaching tied to specific results that has delivered sales increases, time-savings averaging between 6 and 10 hours per week for leaders, plus measurable gains in productivity, cost savings or customer satisfaction.

Objectives:

- Communicate ideas concisely and persuasively
- Initiate and build productive relationships
- Coach others for productivity and retention
- Sell ideas more effectively
- Keep the team focused under pressure
- Generate buy in and cooperation with key initiatives
- Work effectively with difficult people
- Improve sales and referrals
- Collaborate to reduce costs

Participants in this hands-on, application-focused program work as a team for 3.5 hours, once a week, for 8 weeks. Dale Carnegie’s proprietary “team learning” process enables participants to get coaching, feedback, and practice – then immediately apply what they are learning to get change at work. This process allows for effectively increasing skills while generating results in the participants’ professional and personal lives. Increased efficiency, minimized conflict, and reduced time / cost needed to complete projects are expected results.

- Time: Wednesday evenings, 5:30 to 9:00, starting March 13, 2013.
- Location: The Joliet Area Hospice Conference Center 250 Water Stone Circle, Joliet.
- Tuition for this college-accredited CEU eligible program is 1995.00 per person. Chamber members and group enrollments eligible for additional savings.

To discuss the results you want to achieve or to register, contact the program coach Mark Wilson at 630-209-1010 or mark_wilson@dalecarnegie.com.

Dale Carnegie - Chicago

Tel. 630.971.1900 ♦ Fax 630.971.3255 ♦ www.chicago.dalecarnegie.com

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