

THE DALE CARNEGIE COURSE®

EFFECTIVE COMMUNICATIONS & HUMAN RELATIONS /SKILLS FOR SUCCESS



"People support a world they helped create."
— Dale Carnegie

Look around you: many successful business people, world leaders, professional athletes and entertainers are *Dale Carnegie Course*® graduates.

The *Dale Carnegie Course*® has transformed the careers of over 8 million graduates. Now you can join their ranks.

Companies today know that ever stronger business results are tied to the quality human asset. After all, it is people who provide the edge to increase customer satisfaction, expand market share and build corporate value. Yet how can you prepare yourself to deliver peak performance? The newly transformed *Dale Carnegie Course*® can do it for you.

The revolutionary *Dale Carnegie Course*® approach uses team dynamics and intra-group activities to help you master the capabilities demanded in today's tough business environment.

This program powers you to move far beyond your comfort zone as you reach for-and-attain ambitious goals.

WHO SHOULD ATTEND:

Employees at all levels in a corporation who seek to maximize their performance, become stronger leaders and add more value to the organization.

What you will cover	After this program, you will be able to:
Build a Foundation for Success	<ul style="list-style-type: none"> • Connect with other business professionals and achieve breakthrough goals • Use a proven process to recall names and facts
Recall and Use Names	
Build on Memory Skills & Enhance Relationships	<ul style="list-style-type: none"> • Use a proven process to strengthen relationships
Increase Self Confidence	<ul style="list-style-type: none"> • Use experiences to communicate more confidently
Put Stress in Perspective	<ul style="list-style-type: none"> • Handle stress before it handles you
Enhance Relationships & Motivate Others	<ul style="list-style-type: none"> • Build trust and persuade people to take action • Communicate persuasively & move people to direction
Clearly Present Ideas	<ul style="list-style-type: none"> • Communicate logically, clearly, and concisely
Energize Communication	<ul style="list-style-type: none"> • Energize and engage listeners
Disagree Agreeably	<ul style="list-style-type: none"> • Explore methods to minimize resistance and maximize team innovation
Gain Willing Cooperation and Influence Others	<ul style="list-style-type: none"> • Create an "win-win" environment while increasing commitment
Manage Stress	<ul style="list-style-type: none"> • Increase your ability to manage worry and stress
Develop More Flexibility	<ul style="list-style-type: none"> • Use flexibility to build connections and create positive change
Build Others' Strengths	<ul style="list-style-type: none"> • Give positive feedback on the strengths in others build better results
Through Recognition	
Inspire Others	<ul style="list-style-type: none"> • Inspire others to take action
Demonstrate Leadership	<ul style="list-style-type: none"> • Improve people's attitudes and behaviors
Celebrate Achievements	
& Renew Your Vision	<ul style="list-style-type: none"> • Identify major successes and commit to continuous improvement

PROGRAM LENGTH:

ONE 3½ HOUR SESSION EACH WEEK FOR 8 WEEKS

WHAT OUR CUSTOMERS ARE SAYING ABOUT US

"Dale Carnegie has been a key part of our continuing education program and plays a major role in our business growth throughout the last 16 years. Compared to other courses/training, Dale Carnegie proves to be the best tool for communication, self-motivation, confidence and leadership. Participating individuals have grown personally and professionally, while interaction with employees and customers have advanced. I am confident that any company would benefit from this quality training."

***Jeff Wieser, President
Wieser Brothers General Contractor, Inc.***

REGISTRATION DETAILS:

SCHEDULE: Tuesdays, Sept. 22nd – Nov. 10th
6:00 – 9:30 p.m.

CLASS LOCATION: Radisson Hotel La Crosse
200 Harborview Plaza

PAYMENT: \$1995/person or \$1795/per 5+

TO REGISTER, CONTACT:

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The vast majority of Dale Carnegie Training® local franchising organizations in the U.S. have been accredited by the Accrediting Council for Continuing Education and Training (ACCET).

