



DALE CARNEGIE®  
TRAINING



DALE CARNEGIE MID-ATLANTIC

*announces partnership with*

THE NATIONAL ASSOCIATION OF WOMEN IN CONSTRUCTION

**20% DISCOUNT FOR ALL ASSOCIATION MEMBERS**

### THE DALE CARNEGIE COURSE

September 10<sup>th</sup> // Columbia

November 3<sup>rd</sup> // Timonium

This course will help you master the capabilities demanded in today's tough business environment. Learn to strengthen interpersonal relationships, communication skills and handle fast-changing workplace conditions. Become better equipped to perform as a persuasive communicator, problem-solver and focused leader. And, develop a take-charge attitude initiated with confidence and enthusiasm.

### LEADERSHIP TRAINING FOR MANAGERS

September 9<sup>th</sup> // Columbia

The business world has changed! The days of assuming that a good manager is also a good leader are gone. Management was about pushing people to succeed. Leadership is about engaging employees and encouraging them to succeed. This course teaches you how to stop managing and start leading, making you a vital part of your organization's future.

### DALE CARNEGIE SALES TRAINING: WINNING WITH RELATIONSHIP SELLING

October 5<sup>th</sup> // BWI Area

In an increasingly complex selling environment, successful sales professionals need to use a relationship-oriented selling approach to help their customers win. In this program, build confidence and credibility, create profitable connections, strengthen the buyer relationship and create value for the customer.

### HIGH IMPACT PRESENTATIONS

November 5<sup>th</sup> – 6<sup>th</sup> // Timonium

Whether you are persuading colleagues, selling to a client, or energizing a team, the power of your presentation makes the difference between success and failure. Over the course of two days you will incorporate best practices to enhance your presentation skills and deliver with greater impact. You will be video recorded and receive expert one-on-one coaching after each presentation.

CHERYL EIBNER

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