

Loretta's Most Frequently Requested Programs

Leadership that Transforms & Delivers™

This workshop is designed to build leadership capability to powerfully connect with, influence and inspire others to action. Learn the 7 keys to being a *transformational leader that delivers*: vision, values, trust and integrity, motivational style, planning, execution and continuous improvement. You will utilize a 4-step process to clarify personal values and vision, assess yourself and your performance, identify areas of change, and structure accountability mechanisms to enhance success. You will walk away seeing new possibilities for the future, feeling refreshed and renewed knowing what steps to take right away.

When 'Off with their Heads!' Won't Work

When things don't go your way, it's common to judge and blame others or stick your head in the sand and hope things will just blow over. Sometimes people don't feel equipped to talk about unpleasant situations or aren't sure how to broach a really sticky subject without exploding or 'wimping out'.

Whether you're currently embroiled in or avoiding a conflict or just want some tips for when that inevitable moment occurs, you'll walk out of this workshop with simple tactics you can use right away! Through alternately hilarious and touching stories, you'll be inspired to reflect on, and devise strategies to deal with, your own disputes in life and at work.

3 Powers Every Manager Must Wield: Hire, Inspire & Fire Power™

Business owners and managers often hire 'by the seat of their pants,' relying on less-than-effective newspaper ads or friends and family for candidate referrals, and on gut instinct in the interview selection process. Valuable time and money are often lost through costly hiring mistakes and ineffective management practices.

Learn how to improve your profitability by attracting and selecting the right people for your operation, keeping them motivated and releasing them prudently when they are not working out.

Rejuvenation, Renewal & Balance

Living in a fast-paced, always changing and information-laden world, seems to place almost unbearable demands on us and our psyches. In attempting to meet everyone else's needs, we often neglect to take time for ourselves to replenish our own energy reserves. If you've been feeling depleted, tired, frustrated, angry or resentful, this workshop is for you!

Get Clients Now!™

Do you need more clients? Better clients? Do you need to make more money with less effort?

People in service-oriented businesses get the best results from active, time-dependent marketing strategies such as outreach, networking and referral-building rather than passive, money-dependent strategies such as advertising. Assess the effectiveness of your current strategies, identify where you're stuck in the marketing process and walk out of this hands-on workshop with new ideas for accomplishing your business goals.

Ramp up Your Revenue with Referrals

Does at least a small portion of your revenue come from referrals? What would your business be like if you doubled that amount? In this workshop, you'll hear a 5-step process to gracefully generate more referrals from the people you already know.

You'll learn how to...

1. Provide a succinct yet compelling overview of your business so that people 'get it'
2. Train people on how to recognize your ideal client you so they send you great prospects who are ready to buy
3. Mine the gold buried in your existing relationships dramatically shortening your sales cycle

Come ready to work and walk out with a plan.

Partial Client List

Group	Year	Attendees
American Society of Specialty Toy Retailers	2007	175
	2006	100
Arizona Small Business Association	2007	15
Arizona State University	2007	80
	2006	100
	2005	75
Dave Scott & Associates	2006	15
eWomenNetwork – Scottsdale & Phoenix	2005	25
	2006	30
	2006	25
Fresh Start Women’s Foundation	2006	15
	2005	15
J. P. Morgan Chase	2006	25
Maricopa County Dept of Transportation – Sr Mgmt Retreat	2005	50
Maricopa County Executive Development School Maricopa County Leadership Academy	2007	25
	2006	30
	2006	25
Maricopa County System Wide Training	2007	15
	2006	30
	2006	15
Maricopa County Workforce Development Annual Retreat	2006	50
National Association of Black Accountants – ASU chapter	2006	30
National Association of Insurance Women	2006	75
National Charities	2007	50
National Forum for Black Public Administrators	2007	125
National Speakers Association – Phoenix	2007	30
National Urban League Annual Conference	2007	150
Salt River Project - Land, Risk Management, PPC and Telecom	2007	50
Support Network for Battered Women	2004	25
University of California – Academic Business Officers Group	2007	200
University of California – Women’s Leadership Symposium	2006	75
Women Entrepreneurs Business Boot Camp	2007	30