

## X Dale Carnegie.

We have appreciated and enjoyed our Partnerships with the CMMA Members through our collaborative trainings. Participants have communicated significant growth and results in their abilities to reach organizational and personal goals. They have used the tools to increase engagement, coach for higher performance, build and rebuild cultures, increase production and safety, attract and retain talent – all while improving business performance and quality of life.

At Dale Carnegie, we draw out the natural strengths of everyone on your team, build courage and confidence that invigorates your employees to elicit the best your team has to offer. We show you and your employees how to excel by gaining the trust and respect of the people around you, creating a culture that embraces everyone's ideas and works together to make things happen.

For more than 100 years we've helped leaders and their teams rise to the occasion time and time again by inspiring relationships that drive progress. We've helped 9 million people make their mark on the world by changing the way they interact with it with our nationally accredited open enrollment public programs and tailored company specific programs.

Grow your capacity through a proven multi-phased training, practice & coaching development experience with Dale Carnegie.

## Phase One: Confidence & Relationships The Dale Carnegie Course Strengthen trust Gain cooperation Inspire others Phase Three: Influence Leadership & Influence | Winning with Relationship Selling Communicate value Present recommendations Handle resistance Phase Two: Organizational Leadership Leadership Interactions Lead yourself Leadership interactions Lead change Phase Four: Leadership Presence High Impact Presentations | Successful Public Speaking & Virtual Meetings Choose the right message Engage audiences Model leadership agility

Dale Carnegie presents training & consulting in over 90 countries in 35+ different languages around the world. Dale Carnegie® offices are nationally accredited by the Accrediting Council for Continuing Education and Training, Inc, and ISO 9001 certified. Dale Carnegie is a global provider of in person and live online delivered training in leadership, employee engagement, teamwork, interpersonal, world class customer service, trusted advisor skills, sales, and communication skills essential to improving performance of individuals, teams, and organizations.



Contact:
Dan Handley, President,
at dan.handley@dalecarnegie.com



Contact:
Wendy Groll, Vice President &
Certified Master Trainer at
wendy.groll@dalecarnegie.com



