

**The Montgomery County Department of
Economic Development
Introduces the**

Business Coaches Roundtable Series

- WHAT:** **FREE Business Coaching Sessions** (*Topics Noted Below*)
- WHO:** **Montgomery County Small Business Owners Can Benefit**
- WHEN:** **3rd Thursday of each month (June '09 – June '10)**
10:00 am - 11:30 am (International program is until 12:00)
Specific dates noted in schedule below
- WHERE:** **Rockville Library, 2nd Floor (Large Conference Room)**
21 Maryland Avenue, Rockville, Maryland 20850
240-777-0140
- REGISTER:** Please email Jacqueline.arnold@montgomerycountymd.gov

DETAILS: electronic version: Click on name to see bio; Company to be linked to website; or topic # for summary

<u>PRESENTER</u>	<u>DATE</u>	<u>TOPIC</u>
Tiffany Prince , <i>President</i> Prince Business Performance Strategies	9/17/09	Change Happens: Now What? <i>Topic summary 4 below</i>
Susan Samakow , <i>Certified Business & Life Coach</i> Susan Samakow Coaching, LLC	10/15/09	Positive Self Talk: Eight Strategies to Help you Shift from Negative to Positive Self Talk <i>Topic summary 5 below</i>
Sheila Khatri , <i>President</i> Moti International, LLC Juanita Hardy , <i>Founder & Principal</i> Tiger Management Consulting Group, LLC	11/19/09	Preparing to Do Business Internationally – Coaching Your Way to a New Opportunity Abroad <i>Topic summary 6 below</i>
Galina Knopman , <i>President</i> Comskil, Inc.	12/17/09	New Leaders: You Can Achieve Your Vision <i>Topic summary 7 below</i>
Anne Busse, CEO The Leadership Coaching Group	1/21/10	Starting the Year off Right- Time Management and Goal Setting <i>Topic summary 8 below</i>
Joanne Irving, Ph.D. , <i>Principal</i> The Chrysalis Group	2/18/10	Action Coaching <i>Topic summary 9 below</i>
Anna Rappaport , Esq., <i>Principal</i> Excelleration, LLC	3/18/10	How to Handle Difficult Conversations in the Workplace <i>Topic 10 summary</i>
Amy Schoen , MBA, CPCC Heartmind Connection	4/15/10	How to Jam-Pack Your Business With the Right Clients <i>Topic summary 11 below</i>
Angela Charles, <i>Principal</i> ACC Enterprise	5/20/10	5 Strategies to Give Your Business Momentum <i>Topic summary 12 below</i>
Debbie Zients & Louise Campbell-Blair The Alternative Board-CentralMD	6/17/10	What Every Business Owner Needs To Know: "Strategic Business Leadership ®" <i>Topic summary 13 below</i>

- 4. *Change Happens, Now What?*** - The current economic climate has affected everyone, especially businesses. To be successful in the new economic environment, businesses will need to be able to adapt quickly which means dealing with change in a meaningful and strategic manner. This session will discuss how to analyze and diagnosis organizations through successful change efforts.
- 5. *Positive Self Talk: Eight Strategies to Help you Shift from Negative to Positive Self*** - Our Self Talk (inner dialogue) is our thoughts. Think about that...do you want the decisions you make coming from a positive or negative place? Our thoughts affect our relationships and the careers we choose. Each thought either moves us forward in the direction of our goals and vision or creates a distance. In this workshop you will learn eight Positive Self Talk Strategies that will help you develop positive self talk and de-clutter your mind. Using these strategies will help ease life and career transitions, decrease anxiety, improve personal and professional relationships, and help you focus and gain clarity on the things important to you. You'll be able to immediately apply and incorporate these strategies into your everyday life. This is a "must see" for business owners. Particularly in today's tough economic times where business decisions need to be made from a grounded perspective, the strategies take on even more importance.
- 6. *Preparing to Do Business Internationally – Coaching Your Way to a New Opportunity Abroad*** -Companies who have goods and services to sell should be exploring the fast growing Asian markets to thrive and not just survive these difficult times. India and China's economies are expected to grow over 5% each this year, unlike North American and European countries which are reporting negative growth rates. Come join us for this workshop where you will receive an overview of how to do business internationally, and learn the importance of developing cross-cultural communication skills through interactive demonstrations.
- 7. *New Leaders: You Can Achieve Your Vision*** - Discover what it means to embody a powerful leadership presence and drive change to achieve your vision. The behaviors, techniques and thought distinctions between being a manager versus being a leader will be illustrated with examples.
- 8. *Starting the Year off Right: Time Management and Goal Setting- To be added***
- 9. *Action Learning-*** Action Learning is a method of choice for global companies, government agencies, and nonprofit groups that want to improve quality, cut costs, create new products and services, and change the cultures of their organizations. Companies as diverse as Samsung, Dow, GE, Deutsche Bank, Boeing, Sodexo, Novartis, Nokia and many others use Action Learning to solve complex problems, develop leaders, build teams and expand corporate capability. Action Learning solves dilemmas of all sizes, and is particularly effective with complex problems that may appear unsolvable. It elevates the norms, the collaboration, the creativity and the courage of groups that solve problems of great urgency to the organization. Dr Irving will introduce the basic concepts and the group will have a chance to briefly experience Action Learning *in action*.
- 10. *How to Handle Difficult Conversations In the Workplace:*** Have you ever walked away from an encounter with a client, partner or staff member feeling angry or frustrated, but uncertain how to address the problem? This workshop provides valuable tips and strategies for addressing any challenging interpersonal issue in a manner both maximizes results and improves the relationship.
- 11. *How to Jam-Pack Your Business with the Right Clients*** - Do you wish you had more clients? Would you like to have clients that don't give you headaches? Learn how to attract the right clients efficiently and in a cost effective manner? Amy Schoen, MBA, CPCC of Heartmind Connection™, LLC will show you how to fill your client book with tons of paying clients from a dozen or more proven ways. You will leave this class with a concrete plan to take prompt action on and see results in a short amount of time.
- 12. *5 Strategies to Give Your Business Momentum*** - Whether you are Generation Y or a Baby Boomer, running your own business can resemble a roller coaster ride. Today's leaders find themselves alone implementing business plans, aligning core values, doing bookkeeping, marketing and trying to embrace social media. With so much noise and information available at the click of a mouse and search of a tweet, it is no wonder many find themselves stuck in a web of analysis paralysis. This workshop will deliver 5 practical strategies to get your business off the rollercoaster ride and on the desired path with momentum. Participants will work through and walk away with proven strategies
- 13. *What Every Business Owner Needs To Know: "Strategic Business Leadership ®"*** - Imagine if you had a simple, pragmatic and efficient method to **achieve your vision** and get what you want from your business and personal life...One that would move you to a style based upon **strategic thinking** without taking you away from the activities you need to do to keep your business running. In this seminar you will learn valuable techniques that will help you lead your company more effectively and profitably including: Making your company work for you; Creating a roadmap that helps you live the life you dream; Aligning business and personal vision; Completing a SWOT analysis to identify the issues you need to work on to improve the health of your business; Developing a simple planning process to create focus You will leave the briefing with practical applications, materials and specific exercise to help you begin implementing **Strategic Business Leadership ®** in your company.