

# Empowered People Seminar Series

## Associated Builders and Contractors Central California Chapter in conjunction with Business Initiatives offers: The Empowered People Seminar Series

Business Initiatives is excited to launch a brand new range of seminars designed to help organizations maintain a positive cash flow, accelerate business growth and provide an environment for optimizing people and relationships.

This seminar series covers a variety of relevant and fun business topics and creates a compelling call to action that will positively impact your organization.

Each 3-hour session will be fun-filled and action-packed and leave you with a new context for being effective.

Send your whole team, or one or two people to any, or all, sessions. No restrictions apply. Register today.

### 2018 Class Dates (1-4pm)

18 Jan & 14 Feb	How To Get Over Yourself: A Lesson in Personal Effectiveness
1 Feb & 28 Feb	Getting Stuff Done: A Lesson in Project Management
15 Feb & 14 Mar	Conscious Culture
1 Mar & 28 Mar	Integrity: A Lesson in Honoring Your Word
15 Mar & 11 Apr	Excelling in Sales
29 Mar & 25 Apr	Supercharged Customer Service
12 Apr & 9 May	Transformative Leadership
26 Apr & 23 May	Conscious Communication
10 May & 6 Jun	Watching The Dollar: A Lesson in Business Stewardship
24 May & 20 Jun	Diversity: A Lesson in Seeing The Best in Others

\*All cancellation requests must be received 48 business hours before scheduled class. Cancellation request must be submitted in writing via e-mail ([membership@abccentralcal.org](mailto:membership@abccentralcal.org)) or fax (661-392-9076). Individuals who fail to notify ABC within 48 prior to class will be subject and charged the full class fee; there will be no refunds or rescheduling. NO EXCEPTIONS.

### Your Investment

#### One seminar

**\$199.00** PER PERSON (NON-MEMBER)

**\$180.00** PER PERSON (ABC MEMBER)

#### Purchase any 10 seminars

**\$1,699.00** (NON-MEMBER)

**\$1,530.00** (ABC MEMBER)

### Registration

**Call 661-392-8729**  
Reservations are required.

### Training Location

**ABC Central California Training Facility**  
19466 Flightpath Way  
Bakersfield, CA 93308  
(661) 392-8729



## HOW TO GET OVER YOURSELF:

A Lesson In Personal Effectiveness

Do you want to get over things that hold you back? Would you like to have amazing relationships with your coworkers, family and friends? Would you like to be rid of recurring complaints? Create a future that is worthy of your life. Look at what's important and get your mind, ideas and actions aligned for your best life, now!



## CONSCIOUS CULTURE

Build a company culture that aligns with your core values. Create opportunity and action to move everybody in the same direction and cultivate a workplace that works for all. Make culture a part of your company vision and develop a structure that builds and sustains a culture that you can all be proud to be part of.



## EXCELLING IN SALES

That pesky, relentless, internal dialogue is the only thing that prevents recurring and record sales results. If you want to be a peak performer and consistently knock the socks off your sales results, then you don't want to miss out on this seminar. Oh, and by the way, we are ALL in the business of sales, one way or another!



## TRANSFORMATIVE LEADERSHIP

Being a leader takes courage and commitment. Understand and get past any resistance that prevents you from doing what needs to be done to lead with power. Find your authentic self and raise the bar for you and your team. Leave this session being a leader who inspires greatness and accomplishes great things.



## WATCHING THE DOLLARS:

A Lesson In Business Stewardship

Transform your (business) relationship to money. Everyone in the organization makes a difference and this seminar will help your team understand the impact that they have on profitability and performance. Learn the basics of good stewardship, what to watch for, and how to influence and affect bottom line results.



## GETTING STUFF DONE:

A Lesson In Project Management

If you value completing a project then this one is for you. Create breakthrough project management results for yourself and your team using proven, simple, yet effective, methodology. Understand how to powerfully create and articulate an intention, motivate others, recognize common stumbling blocks and experience a breakthrough in results.



## INTEGRITY:

A Lesson In Honoring Your Word

Integrity (or lack of it) is at the source of every human breakdown. Integrity has an unusual, and often, unidentified consequence on business and performance. Honoring your word with colleagues, customers and vendors, constructs a foundation of trust and an element of heartfelt surprise. Integrity makes the biggest difference to mood, attitude, productivity and results.



## SUPERCHARGED CUSTOMER SERVICE

Build a world class service organization. Go beyond being reasonable and find extraordinary ways (with our help) to ensure that your customers keep coming back. Be responsible, be generous, and be committed to producing a notable customer experience, every time, at every touch.



## CONSCIOUS COMMUNICATION

Create a new paradigm for communication. What drives you to communicate the way you do? What is the impact of your communication? You will leave this seminar with the tools to communicate with freedom, joy and self-expression, leaving you and your colleagues in a safe, constructive and productive environment.



## DIVERSITY:

A Lesson In Seeing The Best In Others

There are many benefits to having a diverse team: new ways to think about ideas, technology, methodology... if only people would all get along! Multi-ethnicities, multigenerational, gender differences, sexual orientation, religion, or just "I don't like you". Come and find all of the reasons to live and thrive in a dynamic and diverse workplace.