



Workshops That Create Success

Leading a successful small business requires knowledge, skills and experience in a wide range of areas. At times it may seem daunting to put all of the pieces of the puzzle together to create the success you want. The most important first step is to ask for help.

Working with partners such as DreamsFulfilled, LLC, The Referral Institute, Referrals4Life.com, Paragon Sales Training & Development and others, Biz Creation has developed an array of learning opportunities that can jumpstart your business and take it to new heights. Below is a listing of some of these opportunities.

Relationships

Building strong relationships quickly and maintaining these relationships is key to long-term sales and business growth. These workshops give you tools to take relationships to a new level:

- **DISC FunSheet** - A 30 minute introduction to the DISC model of human behavior for groups
- **DISC FunBook** - A more in-depth introduction to DISC for groups of 20 to 200+
- **DISCover Your Customer** - Using DISC to understand your customer and enhance sales
- **DISCover Your Team** - Using DISC to enhance team performance and interaction
- **Coming To Your Customer** - How to get the listening you need to close more sales

Leadership

Entrepreneurs usually begin their business because they want the freedom to do what they enjoy. The key to long-term success is to develop your skills as a Leader as well as a Do-er. These workshops can help:

- **DISCover Your Leadership Style** - Using an online assessment and classroom learning to understand how you naturally lead and ways to be more effective with others.
- **Coaching Basics** - Learn coaching techniques to inspire greater success in your organization
- **Dreams Do Come True** - Using the Dream-Coach University model to identify, create strategies and achieve “dreamlike” goals
- **Creating Alignment** - *Real* Vision & Values

Marketing

Great Relationships and outstanding Leadership will only get you so far without effective Marketing.

- **Finding Your Starting Point** - Clarify Your Message, Set Goals, Refine Your Strategy
- **The Art Of Persuasive Communication** - Learn how to influence your customers and close the sale.
- **Filling Your Referral Pipeline** - In one day, working with a partner of your choosing, fill your pipeline with solid referrals. Learn new skills to give and get referrals.
- **Referral Mastery** - Short workshops on a variety of referral marketing and networking topics including how to work mixers to create results.