
Diversity

Diversity, Competition & Your Bottom Line ©

Ivory Dorsey

29:39

This video will address the topic of Diversity from a pure business perspective and its impact on the bottom line. It will dispute three myths associated with Diversity and shed insights on how the myths evolved. Mostly, it will outline in a very provocative way, the ultimate impact on the organization and the people in it.

Leadership

All Leadership Begins With Self-Leadership

Jim Cathcart

39:01

This presentation of the Golden Gavel took place in Anaheim, California before a luncheon crowd of 1,200 Toastmasters from around the globe. Filled with humor as well as inspiring, real-world examples, his presentation met with standing ovations both before and after he spoke. Here are some of the salient points Cathcart presented: Leadership is a privilege and a responsibility; Sometimes one idea can transform your life; Think in terms of the person or company you can be, not merely the one you are today.

Management

How to Motivate Employees

Wolf Rinke

60:04

This course will teach you how to build an organizational culture that is conducive to maximizing the potential of team members by encouraging high levels of trust, empowerment and teamwork so that your organization will achieve quantum leaps in performance, productivity and profitability.

Personal Development

Building A Winning Team

John Cassis

57:24

Building a Winning Team is a rare blend of humor, entertainment and content. John's focus this is on the critical elements of Team Building and Motivation. Highlights include: Maximizing your teams diverse skills and personalities; Humor, motivation and mental toughness can be the key to any organizations long-term success; Catching a second wind: How to cope with the challenges and pressures of career and personal relationships.

Sales

Red Hot Customers – Be a Consultant – Part 1

Paul Goldner

26:21

This course is devoted to making your customers red-hot. This course is also devoted to making your sales career red-hot by deriving your success from the success of your customers. In order to make your customers red-hot and make your sales career red-hot, we must learn how to integrate the ideas we have presented in this course into our day-to-day selling activities. Learn why it is crucial to sell value. Understand how to create value.

Red Hot Customers – Be a Consultant – Part 2

Paul Goldner

32:30

This course is devoted to making your customers red-hot. This course is also devoted to making your sales career red-hot by deriving your success from the success of your customers. In order to make your customers red-hot and make your sales career red-hot, we must learn how to integrate the ideas we have presented in this course into our day-to-day selling activities. Learn how to quantify the value provided to customers. Enhance your consultative selling skills.
