

CARNEGIE *Connect*

Bringing the latest Carnegie news and events to Southern Ontario

Summer 2016

Upcoming Classes

Dale Carnegie Course

Eight-week format

Kitchener • August 25
Mississauga • August 25
St. Catharines • August 30
Toronto • August 31
Burlington • August 31
Markham • September 19

Dale Carnegie Course Bootcamp (3 Days)

Mississauga • August 9, 16 & 23

Leadership Training for Managers

Mississauga • Aug 10, Sept 6 & 13

Sales Training

Mississauga • Sept 12, 19 & 26

High Impact Presentations

Mississauga • August 17 – 18

Dale Carnegie Course Free Sample Classes!

Kitchener • August 25
Mississauga • August 25
St. Catharines • August 30
Toronto • August 31
Burlington • August 31
Markham • September 19

For the latest information about
upcoming workshops and courses,
www.dalecarnegie.ca

An opportunity to #RaiseYourGame



Momentum builder or destroyer?

*It's not what you know, but who you are
that makes a difference*

Lead. Innovate. Build momentum.

These are the skills that effective managers – and the best employees – must bring to business, so that we can grow and compete in today's high-pressure marketplace. These skills can be the difference between standing shoulder-to-shoulder with the competition or rising above the rest.

Dale Carnegie's latest workshop – **Lead Change and Build Momentum** – examines the subtle differences between traditional management skills and what it takes to be a momentum builder and create big impact in business.

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Job grant targets employee development

Investing in your employees is investing in your future.

The Canada-Ontario Job Grant program aims to help Canadian businesses gain a competitive edge by providing funding for employee training. More than \$86 million is available for the program this year, an increase of almost \$30 million over the 2015 budget.

You can get as much as 2/3 of your Dale Carnegie Course paid for under the Job Grant program!

We can help you make the most of the **Canada-Ontario Job Grant**. Contact us to identify opportunities where your employees – and ultimately your business – will benefit from the world-renowned Dale Carnegie experience.

Have questions? Interested in on-site or customized programs? Connect with us for more information and tips!

info@dalecarnegie.ca | 905-826-7300 | 1-800-361-2032

Ready to apply? [Start your COJG application online](#)

How to Lead Change and Build Momentum

Register online to attend one of these complimentary sessions!

Date: Tuesday, July 19

Time: 8 – 10 am

Location: Mississauga

[Register now for Mississauga](#)

Date: Wednesday, July 20

Time: 3 – 5 pm

Location: Toronto

[Register now for Toronto](#)

Date: Thursday, July 21

Time: 8 – 10 am

Location: Markham

[Register now for Markham](#)



Continued from page one

This two-hour workshop will help organization leaders and managers:

- define what contributes to momentum and creativity – and what doesn't
- understand the skills, attitudes and knowledge that comes with being a change leader
- experience and learn Dale Carnegie's proprietary innovation team process that has created millions of dollars of business value for organizations
- prepare to take this innovation process back to their business to make an immediate impact
- learn more about our two game-changing leadership and management programs that add thousands of dollars of bottom-line results to businesses everywhere

This workshop is free to leaders and managers who want to make things happen, ignite enthusiasm and build momentum in their businesses.

Wanted: Fortune 500 “tools-of-the-trade”

Every company faces challenges. Every business leader looks for solutions.

Dale Carnegie's Accelerated Talent Development offers an insider's look at the thought processes and best practices used by successful businesses around the globe. The Dale Carnegie Team puts their experience to work, helping small- and medium-sized businesses develop practical – and affordable – strategies to engage their people and improve performance.

Sign up for a bi-weekly newsletter and [learn more about Accelerated Talent Development](#).

SPECIAL TO THE CARNEGIE CONNECT: BLOG EXCERPT

Your practical guide to change management

by John Zettler

Engaging change can be a very unpredictable experience, because processes and people evolve in diverse ways as they undergo change.

No two individuals will respond to change in exactly the same way. Identical changes implemented in multiple areas of an organization often produce distinctly different results.

Today, there are many widely recognized change models, with the Kotter and Prosci models being two of the most recognized.

The Truth about Change

The reality of change is that it's painful and even when you apply strategies and follow the steps of change management models, change is disruptive and will distract and destabilize your people.

Here's what you can expect:

- morale and commitment will drop
- productivity and performance will dip
- absenteeism and sick time may increase
- interpersonal conflict will rise
- relationships will become strained
- impacts of change will be felt before, during and after change has happened.

Your role is to mitigate the implementation dip by using strong and committed change practices.

Step 1: Motivation for Change

Any change initiative starts when an organization finds a motivation to do something different. Change initiatives can arise from internal or external factors. External factors may include change in economic conditions, changes in customer needs or wants, mergers and acquisitions, etc.

Internal changes may include technology innovation, expansion, continuous improvement, organization design changes, etc.

[Visit the Accelerated Talent Development Blog to read the full post and learn more about Steps 2 through 6.](#)



Dale Carnegie can help you successfully manage change, build leaders ... improve your bottom line!

It's time!

Become the leader you know you can be!



Master the skills demanded in today's business environment. Dale Carnegie and the University of Central Missouri have partnered to deliver **Dale Carnegie University Certificate programs.**

You can do these programs without leaving Ontario! The process is simple: Participate in the three specified Dale Carnegie courses for the certificate you're interested in, and receive university certification from the University of Central Missouri, an institution recognized for academic quality and reputation by the Princeton Review and the U.S. News & World Report's "Best Colleges."

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**CENTRAL
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Certificates offered:

ORGANIZATIONAL LEADERSHIP

- Dale Carnegie Course
- Leadership Training for Managers
- High Impact Presentations

HIGH IMPACT SALES

- Dale Carnegie Course
- Sales Training
- High Impact Presentations

HIGH IMPACT SALES MANAGEMENT

- Sales Training
- Leadership Training for Managers
- High Impact Presentations

**Visit dalecarnegie.ca
for more information about
courses and programs.**



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Dale Carnegie Business Group

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For more information about
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our website:

www.dalecarnegie.ca

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**DALE CARNEGIE
TRAINING**

100 YEARS
OF INSPIRING
PERFORMANCE