

**“People support a world  
they helped create.”**

— Dale Carnegie



Look around you at successful business people, world leaders, professional athletes and entertainers. You'll find a disproportionately high number of Dale Carnegie Course® graduates.

**The Dale Carnegie Course® has transformed the careers of over 7 million graduates. And now we want to help you join the ranks of the world's most successful people.**

This course will power you to move far beyond your comfort zone as you stretch for and attain ambitious new goals. It will also teach you the 5 Drivers of Success:

- Build Greater Self-Confidence
- Strengthen People Skills
- Enhance Communication Skills
- Develop Leadership Skills
- Reduce Stress and Improve our Attitude

#### WHAT OUR CUSTOMERS ARE SAYING

“Over the last two years we grew 29 and 24 percent. This year we have a good opportunity to have another year of strong growth. We could not have experienced this growth without Dale Carnegie Training.”

George Little  
President  
HDR Engineering, Inc.

Visit our website at

[www.westernct.dalecarnegie.com](http://www.westernct.dalecarnegie.com)

*The vast majority of Dale Carnegie Training® local franchising organizations in the U.S. have been accredited by the Accrediting Council for Continuing Education and Training (ACCET).*

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## DALE CARNEGIE COURSE® SKILLS FOR SUCCESS

Process	After this program, you will be able to:
1. Build a Foundation for Success	• Connect with other professionals and achieve breakthrough goals
Recall and Use Names	• Apply a proven process to recall names & facts
2. Build on Memory Skills & Enhance Relationships	• Utilize proven processes to build trust and strengthen relationships
Increase Self-Confidence	• Use your experiences to communicate more confidently
3. Put Stress in Perspective	• Handle stress before it handles you
Enhance Relationships and Motivate Others	• Build trust and persuasively communicate so people are moved to action
4. Make Our Ideas Clear	• Communicate logically, clearly, and concisely
Energize Our Communication	• Become more animated to energize and engage listeners
5. Disagree Agreeably	• Explore methods to minimize resistance and maximize team innovation
Gain Willing Cooperation and Influence Others	• Create a “all win” environment while increasing commitment
6. Manage Our Stress	• Increase your ability to manage worry and stress
Develop More Flexibility	• Use flexibility to build connections and create positive change
7. Build Others Through Recognition	• Give positive feedback on the strengths in others to build better results
Inspire Others	• Inspire others to take action
8. Demonstrate Leadership	• Change people's attitudes and behaviors for the better
Celebrate Achievements & Renew Our Vision	• Identify major successes and commit to continuous improvement

**Time Commitment: One 3½ hour session each week for 8 weeks**

**Offered by Dale Carnegie Training of Western CT  
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