

SUMMER 2018

COURSE CALENDAR

Live Training

Assessments

Online Training

Webinars

WHAT WE TEACH

- » Leadership & Management
- » HR Training
- » Staff Development
- » Sales Training
- » IT Technical Training

OUR PRESENTERS



LIVE TRAINING

LEADERSHIP & MANAGEMENT TRAINING

COURSE	DURATION	TIME	YOU PAY	LWG REIM-BURSES	YOUR OUT-OF-POCKET	JUN	JUL	AUG	SEP	OCT
LEADERSHIP TRAINING										
The Leadership & Alignment Program										
Leadership 101: Creating Alignment, Engagement, & Collaboration	8 hours	8am – 4:30pm	\$250	\$250	\$0		5	2	6	4
Leadership 102: The Roles of Leaders & the Roles of Managers	8 hours	8am – 4:30pm	\$250	\$250	\$0		19	9	20	11
Customer Service 1: How to Wow Customers with Great Customer Service	8 hours	8am – 4:30pm	\$250	\$250	\$0		26	30	20	18
EXECUTIVE TRAINING										
The Executive Leadership Program										
Beginner: How to Become a High Performance Executive Team	4 Hours	7am – 11am	\$375	\$125	\$250			7		16
Intermediate: How to Create a Culture of Execution & Growth	4 Hours	7am – 11am	\$375	\$125	\$250			14		23
Advanced: Executive Round-table to Master Leadership as a Team	16 Hours	7am – 9am	\$975	\$500	\$475	26	3,10,17,24,31	21,28	4,11,18,25	2,9 30
Executive Skills Workshops										
How to Have Effective Executive Meetings	2 Hours	7am – 9am	\$145	\$62.50	\$82.50		22	27	31	
How to Make Better Decisions & Lessen Conflict as an Executive Team	2 Hours	7am – 9am	\$145	\$62.50	\$82.50	25	29		3	7
How to Work as a United Team & Provide Direction	2 Hours	7am – 9am	\$145	\$62.50	\$82.50		1	6	10	14
How to Help Managers "Manage Up" to Executives Better	2 Hours	7am – 9am	\$145	\$62.50	\$82.50		8	13	17	21
How to Delegate Better to Managers so Executives Get Out of the Weeds	2 Hours	7am – 9am	\$145	\$62.50	\$82.50		15	20	24	28
Branding Your Business										
Beginner: How to Create & Sustain a Successful Brand	4 Hours	1pm – 5pm	\$250	\$125	\$125		11	30		10
Intermediate: Logo, Slogans, Literature & Website	4 Hours	1pm – 5pm	\$250	\$125	\$125		25		13	
MANAGEMENT & SUPERVISOR TRAINING										
The Management Leadership Program										
Day 1: Become Great Leaders in Management	8 hours	8am – 4:30pm	\$309.50	\$250	\$59.50		12	9	6	4
Day 2: Practical Steps to Open Communication	8 hours	8am – 4:30pm	\$309.50	\$250	\$59.50		19	16	13	11
Day 3: Developing Your Teams	8 hours	8am – 4:30pm	\$309.50	\$250	\$59.50		26	23	20	18
Day 4: Creating & Sustaining a Thriving Team Culture	8 hours	8am – 4:30pm	\$309.50	\$250	\$59.50	28		2,30	27	25
The Management Excellence Program										
Beginner: Becoming a Great Manager & Leader of People	8 hours	8am – 4:30pm	\$250	\$250	\$0		12	9	6	4
Intermediate: Becoming a Great Team of Managers	8 hours	8am – 4:30pm	\$250	\$250	\$0		19	16	13	11
Customer Service 1: How to Wow Customers with Great Customer Service	8 hours	8am – 4:30pm	\$250	\$250	\$0		26	23	20	18
Customer Service 2: How to Wow Employees with a Great Approach to Service	8 hours	8am – 4:30pm	\$250	\$250	\$0	28		2,30	27	25
Advanced: Round-Table to Master Management Leadership	16 Hours	9:30am – 11:30am	\$975	\$500	\$475	27	11,18,25	1,8,22,29	5,12,19,26	3,10,24,31
The Management Excellence Program										
Managing up: How Managers are to Interact Effectively with Execs	4 Hours	1pm – 5pm	\$125	\$125	\$0		17	14	4	2
Hiring: How to Build a Good Performing Team	4 Hours	1pm – 5pm	\$125	\$125	\$0		17	1	5	9
Delegating: How to Empower Your Staff and Be More Effective	4 Hours	1pm – 5pm	\$125	\$125	\$0			7	12	16
People Skills: How to Manage Differing Personalities	4 Hours	1pm – 5pm	\$125	\$125	\$0		11		19	23
How to Have Effective Team & Staff Meetings	4 Hours	1pm – 5pm	\$125	\$125	\$0		1	7	18	30
How to Train Staff to Resolve Conflict Better	4 Hours	1pm – 5pm	\$125	\$125	\$0		18	28	26	3
How to Coach Your Team for Greater Performance (webinar)	2 Hours	12:45pm – 2:45pm	\$62.50	\$62.50	\$0	26		14	4	9
How to do Effective and Meaningful Performance Reviews	4 Hours	1pm – 5pm	\$125	\$125	\$0		3	21		23
How to Manage Toxic and Low Performing Staff	4 Hours	1pm – 5pm	\$125	\$125	\$0			22	25	10

PROFESSIONALISM & STAFF DEVELOPMENT

COURSE	DURATION	TIME	YOU PAY	LWC REIM-BURSES	YOUR OUT-OF-POCKET	JUN	JUL	AUG	SEP	OCT
PROFESSIONAL DEVELOPMENT										
People Skills with DiSC Training										
Becoming Self-Aware of Your Personality & Communication Style	4 Hours	1pm – 5pm	\$125	\$125	\$0		31		12	17
How to Work Better with Other Personalities	4 Hours	1pm – 5pm	\$125	\$125	\$0		31	1	4	24
Help Extroverts to be More Effective	4 Hours	1pm – 5pm	\$125	\$125	\$0			22	11	30
Help Introverts to be More Effective	4 Hours	1pm – 5pm	\$125	\$125	\$0		18	28		31
Strategies for Those who are Neither Extroverts or Introverts	4 Hours	1pm – 5pm	\$125	\$125	\$0		17	7	10	3
Communication & Time Management										
Effective Time Management: Be More Organized & Effective	8 hours	8am – 4:30pm	\$250	\$250	\$0		26	23	13	
Communications: Communicate Better & Make Better Decisions	8 hours	8am – 4:30pm	\$250	\$250	\$0		12		27	18
Becoming an Ideal Team Player	4 Hours	1pm – 5pm	\$125	\$125	\$0	28	3	23		2
How to Take Notes & Help in Meetings	4 Hours	1pm – 5pm	\$125	\$125	\$0			29	19	10
HR Training & Sexual Harassment										
HR 101: Employment Law for Business Owners	4 Hours	1pm – 5pm	\$295	\$125	\$170			7		16
Training Managers: How to do Performance Reviews Effectively	4 Hours	1pm – 5pm	\$295	\$125	\$170		10	14		
Sexual Harassment: Training for Executives - Breakfast	2 Hours	7am – 9am	\$195	\$63	\$132		10	7	4	16
Sexual Harassment: Training for Managers / Supervisors	4 Hours	8am – 12pm	\$295	\$125	\$170	26	24	21		23
Sexual Harassment: Training for Team Members	4 Hours	1pm – 5pm	\$295	\$125	\$170	26	31	28		30
Hiring: Building a Well Performance Team	4 Hours	1pm – 5pm	\$125	\$125	\$0		17	1	5	23
SALES TRAINING										
The Sales Excellence Program										
Beginner: The 13 Skills Every Sales Rep Needs to be Successful	8 hours	8am – 4:30pm	\$295	\$250	\$45		12	16	13	18
Intermediate: How to Have Better Client Meetings	8 hours	8am – 4:30pm	\$295	\$250	\$45		19	30	20	25
Advanced: Hands-on Practice to Master Sales Skills	16 hours	7:30am – 9:30am	\$975	\$500	\$475			1,8,22,29	5,12,19,26	3,10,24,31
Sales Skills										
Prospecting: How to Prospect Effectively & Get More Meetings	4 Hours	1pm – 5pm	\$125	\$125	\$0	27	31		5	
People Skills: How to Connect & Sell to Different Personalities	4 Hours	1pm – 5pm	\$125	\$125	\$0	27		29	25	
Sales Managers: Build Good Rules for Managing Accounts (webinar)	2 Hours	12:45pm – 2:45pm	\$62.50	\$62.50	\$0		24	21		
Sales Managers: How to Build an Effective Sales Process (webinar)	2 Hours	12:45pm – 2:45pm	\$62.50	\$62.50	\$0	26	17	28	11	
Sales Managers: How to Have Great Weekly Sales Meetings	2 Hours	3pm – 5pm	\$125	\$62.50	\$62.50		25	14	26	
LinkedIn: Networking, Prospecting & Setting Meetings	3 Hours	1pm – 4pm	\$125	\$93.75	\$31.25		3	13		
Sales & Golf: How to do Business on the Golf Course – Golf Simulator	2 Hours	Call for tee times	FREE	FREE	FREE					
Sales & Golf: How to do Business on the Golf Course – On Golf Course	4 Hours	7:30am – 11:30am	\$600	\$125	\$475		14,28	11,25	15,29	13,27

TRAIN THE TRAINERS

COURSE	DURATION	TIME	YOU PAY	LWC REIM-BURSES	YOUR OUT-OF-POCKET	JUN	JUL	AUG	SEP	OCT
TRAINING SKILLS FOR IN-HOUSE TRAINERS										
Train Trainers How to Deliver Great Classes in All Types of Class Formats	8 Hours	1pm – 5pm	\$125	\$125	\$0	28	26		27	
Train Trainers to Deliver Great Computer Classes	8 Hours	1pm – 5pm	\$125	\$125	\$0			30		25

LIVE TRAINING (CONT.)

COMPUTER & IT TECHNICAL TRAINING

COURSE	DURATION	TIME	YOU PAY	LWC REIM-BURSES	YOUR OUT-OF-POCKET	JUN	JUL	AUG	SEP	OCT
SOFTWARE TRAINING										
Word 1: Mastering Formatting & Layout	4 Hours	1pm – 5pm	\$125	\$125	\$0		16		10	29
Word 2: Mastering Tables & Forms	4 Hours	1pm – 5pm	\$125	\$125	\$0		23		17	
Excel 1: Basics of Formulas & Graphs	4 Hours	1pm – 5pm	\$125	\$125	\$0		30		24	
Excel 2: The Power of Lists & Pivot Tables	4 Hours	1pm – 5pm	\$125	\$125	\$0			6		1
PowerPoint: Great Presentations While Avoiding "Death by PowerPoint"	4 Hours	1pm – 5pm	\$125	\$125	\$0	25		13		8
Outlook: Basics & Organizing Your Inbox	4 Hours	1pm – 5pm	\$125	\$125	\$0		2	20		15
Google Docs: How to Make it Work for Your Office	4 Hours	1pm – 5pm	\$125	\$125	\$0		9	27		22
NETWORKING & TECHNICAL TRAINING										
CompTIA A+ Comprehensive (for Exam 220-901,902)	5 Days	8am – 4:30pm	\$2,495	\$1,250	\$1,245		23-27			
CompTIA Network + Certification (for Exam #N10-006)	5 Days	8am – 4:30pm	\$2,495	\$1,250	\$1,245			27-31		
PMP Project Management Professional – Certification Preparation	5 Days	8am – 4:30pm	\$2,495	\$1,250	\$1,245				24-28	
CompTIA Security +	5 Days	8am – 4:30pm	\$2,495	\$1,250	\$1,245	25-29				22-27

PRIVATE, TAILORED TRAINING

This is the most powerful, cost-effective way to develop your teams.

All of our courses can be done in private groups just for your team so we can tailor the content to your specific needs and challenges. It is the most effective way to develop your teams, get the most “bang for your buck” and increase your team’s ability to implement the skills they learned together. These sessions can be done in half-day or all-day sessions, at our site or at yours, and can be scheduled at mutually-convenient dates and times. Most of the private sessions can be done from \$2,100 to \$4,500 per day for up to 12-15 students. These private sessions can be paid with funds from the Louisiana Workforce Commission (in part or whole, depending on the number of employees that attend). Contact us for more information.



ONLINE TRAINING

SUBSCRIBE ONLINE
\$14.99 per month

TeamRealWorld.com/OnlineTraining

Our online training portal is called "Team Real World On Demand". That's where you can find our library of videos, audios, downloads and resources. Here are the more popular titles available. You can access the entire library for a subscription of \$14.99 monthly or \$149.50 per year. You can also purchase and watch any individual videos (see prices below). In addition, subscribe to our podcast "Team Real World" on iTunes and Soundcloud.

COURSE	DURATION	COST
MANAGEMENT TRAINING		
Building Great Teams		
Build High Performance Teams: Strategies (part 1)	11:42	Free
Build High Performance Teams: Strategies (part 2)	9:40	
Performance: Phase 1 – Forming Your Team	11:12	
Performance: Phase 2 – Resolving Conflict in Teams	10:48	
Performance: Phase 3 – Getting Everyone Aligned	11:06	
Performance: Phase 4 – Performing Consistently	11:01	
How to Manage Toxic & Low Performing Teams	10:57	
How to Get Out of Passive Aggressive Conversations	14:38	Free
Managing Up		
Managing Up – 01 (Team Real World & Gordy Rush)	1:16	\$6
Managing Up – 02 (Team Real World & Gordy Rush)	:42	
Managing Up – 03 (Team Real World & Gordy Rush)	1:30	
Managing Up – 04 (Team Real World & Gordy Rush)	:56	
Managing Up – 05 (Team Real World & Gordy Rush)	1:01	
PROFESSIONAL DEVELOPMENT		
People Skills		
Understanding Your Personality & Becoming More Self-Aware	10:30	
How to Read Personalities Better & Connect with Other	13:18	
What if You are Neither Introvert nor Extrovert?	7:40	
Introverts: Understanding Introverts (part 1)	7:47	
Introverts: Understanding Introverts – Myths (part 2)	11:19	
Introverts: Understanding Introverts – Insights (part 3)	6:57	
SALES TRAINING & BUSINESS DEVELOPMENT		
Hiring Great Sales Reps		
Sales – How to Hire & Train	10:55	



SKILL ASSESSMENTS

PURCHASE ONLINE

TeamRealWorld.com/Assessments

Skill assessments are powerful and effective development tools designed to help people better understand themselves, their peers and their team dynamics. The information and insight that these assessment tools provide will save you countless amount of time, money and energy in otherwise trying to “figure things out”. Assessment tools also provide you a common language and reasonable “handles” you can use to build points of communication, alignment and connections. Below are the assessments we offer for both individuals and teams of people.

ASSESSMENT	PRICE
DISC CLASSIC SERIES	
DiSC Classic 2 plus	\$107.50
DiSC Classic Team View	\$19
DiSC Classic Group Culture Report	\$64.50
Team Dimensions Profile 2.0	\$43
Time Mastery Profile	\$43
EVERYTHING DISC SERIES	
Everything DiSC Work of Leaders	\$107.50
Everything DiSC Management Profile	\$107.50
Everything DiSC 363 for Leaders	\$215

WILEY

EVERYTHING DiSC



OUR PRESENTERS



MAURICE VELASQUEZ

Maurice Velasquez has been in the people and team development industry since 1994, with vast experience in business management, training, course development, organizational development and business consulting. He serves as President of Team Real World, is currently the Senior facilitator for most of our leadership, management and professional courses, and our lead chair for our consulting clients.



GORDY RUSH

Gordy Rush is a force of nature. His business acumen, his vast network of people, and his contagious energy make him a most effective leader and presenter. He is the voice of LSU sports and the General Manager of Guaranty Media which reaches hundreds of thousands of listeners throughout south central Louisiana in 4 leading radio stations, including ESPN, Eagle 98.1, the Tiger, and Talk 107.3FM. You can hear Gordy in the many podcasts and online modules found in our online training portal site "Winning in the Workplace".



CARRIE MILLER

Carrie Miller has worked as an HR professional in multiple industries for the past 26 years. She is a seasoned expert in the field of personnel, building and managing performance programs. Her fields of expertise include hiring and onboarding processes, policies and procedures, performance management programs, and personnel relations and professionalism. Carrie is the HR Advisor for Next Level Solutions, LCC and works with Team Real World to host executive sessions and team training.



JAMES MOAK

James Moak is the President of Gulf South Technology and the coach in The Golf Simulator, a dynamic experience where he teaches business owners and sales executives the powerful art of how to do business in the golf course. James is not only an avid golf player but a successful business owner and team leader. His company serves small to mid-size companies in all aspects of IT support and network services.



BRIAN DAIGLE

Brian Daigle the co-founder and Headmaster Sequitur Classical Academy, an innovative and successful private approach to education. He's also the President of Mud House Publishing and the Director and Instructor at Chesterton College. He's a graduate of University of Louisiana-Lafayette, the University of Dallas, and brings a refreshing academic and collegiate approach to leadership development with his "Business Intelligence Series" courses.



ELLEN MCDOWELL

Ellen McDowell is the President of The Social Butterfly, a professional marketing firm dedicated to helping entrepreneurs, small business, and mid-size companies expand their reach and impact in social media awareness and campaigns. Ellen is an interior designer by trade, and an excellent software trainer. She facilitates all of our social media classes, our computer software courses, and is the voice of many of our online computer modules.



KELSYE DAVIS

Kelsye Davis is the President of Studio 6, a branding and image consulting firm, dedicated to helping small and mid-size companies to clearly communicate and maximize the potential of their brand, message and offerings. She is the facilitator of all our branding courses and graphic design training.

CONSULTING

All of our presenters and facilitators are seasoned and innovative experts and consultants in their respective fields and industries. If you would like a 1-time consulting session, or need a small or large project to help in your business, please contact us. Our consulting services are all tailored to your needs and unique game plans.



REGISTER:

TeamRealWorld.com

225.772.4357

info@teamrealworld.com

All credit card purchases incur a 3% fee.

FREE FUNDING FOR TRAINING

The following 2 programs provide you training funds that can pay anywhere from 70% to 100% of all the fees of the courses on this training calendar. Which program is the best for you? It depends on the number of employees.

If your company has less than 50 employees, and your company has been contributing to Unemployment Insurance with the state for the past 3 years, you are eligible to receive up to \$3,000 of training funds for any of the courses listed in this calendar. This training fund program is called "The Small Business Employment Training" program (SBET) and it is provided by the LA Workforce Commission (LWC).

If your company has more than 50 employees, and your company has been contributing to Unemployment Insurance with the state for the past 3 years, you are eligible to submit for a training grant for a corporate-wide training program. This program is the "Incumbent Workers Training Program" (IWTP) through the LA Workforce Commission (LWC).

Contact us and we'll help you through the process of creating the grant application, and submitting for funds.

GROUP TRAINING & DISCOUNTS

PRIVATE TAILORED TRAINING

Private training is often the most cost-effective and most-productive type of training available. It allows you to tailor the content as well as ensure that all your team members were trained on the same tailored material. We can take any of the courses on this calendar, tailor them and facilitate for you private group sessions for your specific needs, and held on mutually-convenient dates at your site or our training center. These private sessions can be for any number of employees, and held in 2 hour sessions, half day sessions, all day training, over multiple days or over multiple sessions weeks apart. Whatever you need, we can do tailor your private training.

TRAINING TICKETS

Training tickets provide you group discounts plus the flexibility to send your employees to the training dates on this calendar. If you have as few as 10 employees or as many as 100+ employees, we can offer you discounts based on the number of people that you want to send and the number of classes you want them to attend. Tickets are paid for and obtained in advance and you have up to 6 months to use the tickets.



All courses held at the Team Real World Training Facility unless otherwise noted.

TEAM REAL WORLD TRAINING FACILITY

11935 Market Place Ave.
Baton Rouge, LA 70816