



Sacramento-Area Business Speakers Bureau 2004/05

The Institute of Management Consultants USA, the leading association for professional management consultants for more than 40 years, sets standards for ethical behavior, provides member training and certification, and offers referrals to qualified consultants across the country.

What type of presentation are you looking for? Whether you need a speaker to energize your meeting, a consultant to address an issue you're grappling with right now, or a memorable panel of experts, our directory will help you identify potential speakers. Contact the speakers directly or contact Maureen Jung, coordinator, at (916) 443-1705 or mjung@wordspringconsulting.com or Lynn Belzer at (916) 433-2546, lbelzer@sbcglobal.net.

Leadership, Team & Professional Development

Executive Coaching/ Coaching/Mentoring

Lynn Belzer
Bradley Brooks
Cox Ferrall
A.J. Fraties
Dee Hansford
David Stoebel
Ron Wu

Team Building/ Development

Lynn Belzer
Bradley Brooks
A.J. Fraties
Irwin Karp
Ron Wu

Time Management

Dohn Kissinger
Irwin Karp

Organizational Development

Rick Armbruster
Lynn Belzer
Bradley Brooks
Irwin Karp

Strategy & Operations

Strategic Planning

Marcia Barkley
Bradley Brooks
Marjorie Farnsworth
David Stoebel
Byron Streitz

General Management

Cox Ferrall
Dee Hansford
Debbie Rayner

Non Profit Management

David Stoebel

Family Business

Ron Wu

Strategy Implementation

Rick Armbruster
Marcia Barkley
Debbie Rayner
David Stoebel
Byron Streitz

Human Resources & Administration

Human Resources Management

Marcia Barkley
Dee Hansford
Kimberly Silvers

Compensation/Benefits

Kimberly Silvers

Human Resources Administration

Rick Armbruster
Dee Hansford
Kimberly Silvers

Sales Management

Cox Ferrall
A.J. Fraties

Sales & Marketing

Communications

Maureen Jung

Sales Training

A.J. Fraties

Business Development

Cox Ferrall
Maureen Jung

International Trade

Marjorie Farnsworth

Technology & Productivity

Project Management

Debbie Rayner
Dohn Kissinger

Production Process

Dohn Kissinger
Tom Taormina

Performance/Quality Measurement

Byron Streitz
Tom Taormina

Productivity

Rick Armbruster
Dohn Kissinger

IT/Systems

Rick Cooper
Debbie Rayner
Lee Hendrickson

Maintenance Management

Will Small

Technology Resources

Rick Cooper

Business Speakers Directory: Greater Sacramento & Central Valley 2004/05

Looking for talented, experienced knowledgeable speakers, panelists or facilitators to address your group or organization? For more information, contact the speakers directly or, if you have questions, contact Maureen Jung, coordinator, at (916) 443-1705 or mjung@wordspringconsulting.com or Lynn Belzer at (916) 433-2546, lbelzer@sbcglobal.net.

Rick Armbruster, MBA, Sample titles: *“Five Steps to Better Results in Your Operations,”* *“Design the Life You Want: On-Purpose Living,”* *“Eliminate Guesswork: A Proven Path to Higher Productivity.”*

Success doesn't happen by accident—that's the focus of Rick's presentations. He offers balanced solutions with finances and operations in mind—without neglecting the vital human factor. Contact: Armbruster & Associates, (916) 791-4734 info@armbrusterassoc.com

Marcia Barkley, Sample titles: *“‘Strategy’ & ‘Human Resources’ DO Belong in the Same Sentence,”* *“What HR Can REALLY Do for Your Company,”* *“HR Metrics: The Five Things You Should Be Measuring.”*

Marcia focuses on developing a more effective and more efficient HR function. She brings insights that draw on her extensive experience in compensation, benefits administration and training. Contact: MBarkley Consulting, (916) 863-6221, Marcia.barkley@comcast.net

Lynn Belzer, Sample titles: *“Coach/Mentor Your Workforce to Increase Productivity,”* *“Five Tips to Creating Successful Workplace Communication and Relationships,”* *“Develop Leadership Skills that Will Inspire Your Organization.”*

A coach and consultant, Lynn trains to improve workplace communication and relationships, build successful leadership skills, and boost productivity. She offers concepts that participants can immediately apply to their work situations. Contact: Lynn Belzer, (916) 443-2546, lbelzer@sbcglobal.net, www.organizationalsuccess.biz

Bradley Brooks, EdD, Sample titles: *“The Formula for Success,”* *“Fail-Safe Leadership,”* *“Strategic Thinking & Business Planning.”*

Bradley specializes in helping individuals and organizations manage strategic change, innovation, transition, alignment and goal achievement. Contact: Pacific Performance Improvement, (916) 443-7620, brad@pacificpi.com, www.pacificpi.com

Rick Cooper, MBA, Sample titles: *“Make Technology Solutions Simple: Strategies to Simplify Technology Projects.”*

“Business owners are frustrated with technology that's too complex,” says Rick, whose background includes more than ten years of successfully implementing technology projects. Rick helps small business owners identify technology needs and implement simple and cost-effective solutions. Contact: StratAchieve, (916) 722-2304, rickcooper@stratachieve.com, www.stratachieve.com

Marjorie Farnsworth, MA, MBA, Sample titles: *“Fixing Leaks in Your International Trade Pipeline,”* *“How to Do Business with the Chinese,”* *“Exporting: How To Increase Revenue & Reduce Risk.”*

Marjorie helps importers and exporters improve profitability and operational effectiveness through qualitative and quantitative analysis, project management and foreign market research. Contact: Farnsworth International Trade Management, (415) 460-9778, marjorie@farnsworthinternational.com, www.farnsworthinternational.com

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Cox Ferrall, CMC, Sample titles: *“Herding Cats: How to Manage Your Sales Force & Your Sales Manager,” “Put Prospecting at the Center of Your Business Development Plan,” “Selling Without Selling: Get to the Heart of Relationship Selling.”*

With his warm, disarming style, Cox is one of the consulting industry’s most sought-after speakers for entertaining programs with high-value content.

Contact: CoxCMC, (415) 956-5558, coxcmc@worldnet.att.net, www.coxcmc.com

A.J. Fraties, CMC, Sample titles: *“Selling in the Customer’s Language: Repackage Your Sale to Fit Their Style,” “Persuasion Without Manipulation: Make Your Point While Respecting Others,” “Sell to the Inner Circle: Four Lessons for Reaching Decision-Maker’s Minds & Hearts.”*

A.J. helps companies make crucial connections, internally and with customers: sales training, coaching, surveys and more.

Contact: The Raiford Company, (916) 663-1023, aj@raiford.com, www.raiford.com

Dee Hansford, Sample titles: *“Strengthening Organizations through Recognition,” “Manager as Motivator,” “Motivating Generations X & Y.”*

Dee has worked with the Walt Disney Company for several years in marketing, communications and employee recognition.

Contact: Dee Hansford Consulting, (916) 419-9499, Deethanks@aol.com, www.deethanks.com

Lee Hendrickson, Sample titles: *“The Real Costs of Technology: The CFO’s View,” “How to Win at the Games Technology Vendors Play,” “Taming Technology: When Should You Upgrade?”*

Lee has over 35 years of experience in high-tech industries. He helps companies reduce risk and cost associated with selecting and purchasing technology systems and services.

Contact: Decision Process Management, (530) 885-9201, leehend@jps.net

Maureen Jung, PhD, Sample titles: *“Speaking to Grow Your Business: A Practical Approach,” “Say What? Message Management in the Age of Information Overload,” “How to Leverage Your Ideas.”*

A favorite speaker on communication questions, Maureen focuses on the key challenges in business today: how to build stronger relationships and attract new ones. Looking for interactive presentations and practical tools?

Contact: WordSpring Consulting, (916) 443-1705, mjung@wordspringconsulting.com

Irwin Karp, Sample titles: *“Get Organized & Get Things Done,” “Overcoming Information Overload,” “How to Conduct Productive Meetings.”*

Irwin helps busy people get things done. He works with individuals and teams to develop systems to improve communication and increase personal and group productivity. Always highly rated by audiences, Irwin’s presentations are both humorous and full of practical techniques.

Contact: Capital Organizing Solutions, (916) 446-6846, ikarp@caporganizing.com

Dohn Kissinger, PhD, PMP, Sample titles: *“Conflict Resolution for High-Technology Businesses,” “How to Finish Your Projects on Time,” “How to Prioritize Your Project Portfolios.”*

Veteran speaker with a keen grasp of how to communicate effectively to improve business performance. Dohn shows high-technology businesses how to develop products faster with less stress and how to resolve organizational conflicts.

Contact: Profit Solutions, (916) 939-3801, profits@7steps.com, www.7steps.com

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Debbie Rayner, MBA, CPA, PMP, Sample titles: *“Great Technology: But Will It Help Our Bottom Line?”*, *“Successful Project Management: A Practical Approach,”* *“Software Selection: How Do You Get the Right Fit?”*

With over 25 years of experience in executive management, accounting and information technology, Debbie brings a practical approach to meeting business objectives through technology.

Contact: Madsen Rayner Consulting, (916) 492-8780, drayner@madsenrayner.com

Kimberly Silvers, Sample titles: *“Five Common ‘Cost-Cutting’ HR Decisions: How They Threaten Your Bottom Line,”* *“Seven Tools High-Performing Companies Use to Attract & Retain Top Employees,”* *“Assessing Your HR Practices: How to Collect Your ‘Stay Out of Jail’ Card.”*

An engaging speaker who focuses 20 years of HR management experience on key questions facing California employers today. Contact: Silvers Management Consultants, (916) 791-8506,

ksilvers@surewest.net, www.silvershr.com

Will Small, CMC Emeritus, CPMM, Sample titles: *“How to Achieve World Class Maintenance,”* *“Understanding Maintenance Management,”* *“Leadership Skills for Supervisors & Team Leaders.”*

Find out why focusing on maintenance can make such a big difference. Reliable equipment that’s available when you need it translates directly into higher productivity of your maintenance and production operations and higher profitability.

Contact: W & E Consulting, (916) 489-7232, wsmall3525@aol.com

David Stoebel, PhD, Sample titles: *“Six Steps to More Productive Meetings,”* *“Do’s & Don’ts of Organizational Retreats,”* *“Make It Happen! How to Turn Creativity Into Results.”*

Dave specializes in helping management teams and organizations work effectively together to solve problems and mine hidden talent.

Contact: David Stoebel & Associates, (530) 756-7645, dps@stoebel.com, www.stoebel.com

Byron Streitz, CMC, Sample titles: *“Does Strategic Planning Make Sense?”*, *“Lessons from the Reengineering Trenches,”* *“Be Careful What You Ask for: You Might Get It.”*

Byron helps senior management teams in professional service firms and internal shared-service organizations: strategic planning implementing, leadership, business-process innovation and performance measurement. Contact: Synchron Consulting, (916) 660-9865,

byron@synchronconsulting.com, www.synchronconsulting.com

Tom Taormina, CMC, CPCM, CQMgr, Sample titles: *“Q-to-B: Quality to Business,”* *“Quality as a Profit Center,”* *“The Kairos Moment: Triumph from Disaster.”*

Author of seven books on quality and leadership, Tom helps companies realize their greatest process and human potential. His presentations include entertaining stories from 14 years inside NASA’s Mission Control Center.

Contact: Productivity Resources, LLC, (775) 847-7929, virtuiso@aol.com, www.consultpr.com

Ron Wu, PhD, CMC, Sample titles: *“Dynamic Emotional Intelligence (EQ) & Leadership,”* *“Creating the Emotionally Healthy Workplace,”* *“So Who Will Carry on Our Family Business?”*

Give your audience a treat with Dr. Ron Wu, who specializes in executive coaching, team building and emotional intelligence. Audiences appreciate his dynamic, humorous and interactive style.

Contact: Ron Wu & Associates, Inc., (916) 927-4213, ron@ronwu.com, www.ronwu.com