



6844 35<sup>th</sup> St. SE  
Windsor, ND 58424  
(701) 763-6406  
annie@AKACoachAndCompany.com  
www.AKACoachAndCompany.com

Our mission is to inspire and help people ignite their growth, discover and live their full potential in joy; by creating dynamic environments in which clients will exceed their own greatest expectations.

These topics are designed to support business excellence, including: leadership development; marketing/sales; presentation skills; business development.

**Please contact us for more information on any of these topics.**

## Topics

### **The Moving Advant-EDGE™**

#### Synopsis:

Research on communication demonstrates that only 7% of your effectiveness is a result of the actual words you choose. This leaves a **whopping 93%** of your communication in how you move and your expression. Research also indicates that most people will form an opinion of you within the first few seconds of meeting you; and most of the opinion is based on non-verbal impressions.

What impression are you making?

Join “non-language expert” Annie Kirschenmann for an experience in cutting edge communication -- The Moving Advant-EDGE™ -- a powerful and unique business tool. Based on the pioneering movement science work of Rudolf Laban, (*The Mastery of Movement*), this respectful system goes far beyond any “body language” communication approach in the marketplace today. Get The Moving Advant-EDGE™ -- and make the impression you really WANT to make!

The Moving Advant-EDGE™ is a MUST for anyone in sale/marketing and public relations. It is also a powerful leadership development training program component.

Length: 90 minutes; 2 hours; ½ day; 1 day; 2 days

### **Laughing All the Way**

#### Synopsis:

Do you take leadership very seriously? Do you feel stress about your responsibilities? Being a leader and manager is very important work -- and it doesn't have to be so heavy. This program will explore laughter and humor as under-utilized leadership skills. Participants will learn why laughter is a healthy leadership tool and will participate in a workshop activities / discussions about how humor can be effectively applied in the leadership role.

Length: 1 hour; 90 minutes; 2 hours; ½ day; 1 day; also available in tele-seminar format

**Services, Products, Solutions**

*for creative companies and people, who want to reduce stress and create success*



### **Coach Approach for Managers**

Synopsis:

Research demonstrates that coaching is powerful, effective and provides a return on investment of up to 788%. The data also shows that many established management approaches are no longer working. This interactive workshop is designed for managers and supervisors with little or no previous training in coaching. Participants will learn the essential components of the coach approach, as well as how to apply it with their teams and direct reports.

Also available: on-going coaching groups for managers, to support on-site, practical implementation

Length: 1 hour; 90 minutes; 2 hours; ½ day; 1 day; also available in tele-seminar format

### **Business Basics**

Synopsis:

Designed for the beginning entrepreneur, this seminar will help participants develop a basic business understanding; learn fundamental business management tools and skills; identify business goals and create a beginning business plan. Includes: mission/vision definition; identify financial management needs; creation of a workable platform for moving your business forward.

Length: 4 - 90 minute workshops; 2 - ½ day workshops; also available in tele-seminar format

### **Marketing Fundamentals**

Synopsis:

Designed for the beginning entrepreneur, this seminar will help participants develop a basic understanding of marketing; learn basic marketing tools, concepts and skills; create fundamental marketing materials; identify target markets; elaborate a beginning marketing plan with strategies and tactics, related to business objectives.

Prerequisite: Business Basics

Length: 4 - 90 minute workshops; 2 - ½ day workshops; also available in tele-seminar format

### **Independent Assessments and Training**

A.K.A. A Coach and Company is an authorized Inscape Publishing distributor. We offer a wide variety of assessment tools, as well as training utilizing these tools as the center piece. These include:

DiSC® Behavioral Style Profile  
Personal Listening Profile®  
Time Mastery Profile®  
Team Dimensions Profile®  
Coping and Stress Profile®  
Work Expectations Profile®



**For additional topics, visit our division website Press Kits:**

[www.SimpleStressSolutions.com](http://www.SimpleStressSolutions.com)

[www.CreativityMatrix.com](http://www.CreativityMatrix.com)

**Services, Products, Solutions**

*for creative companies and people, who want to reduce stress and create success*