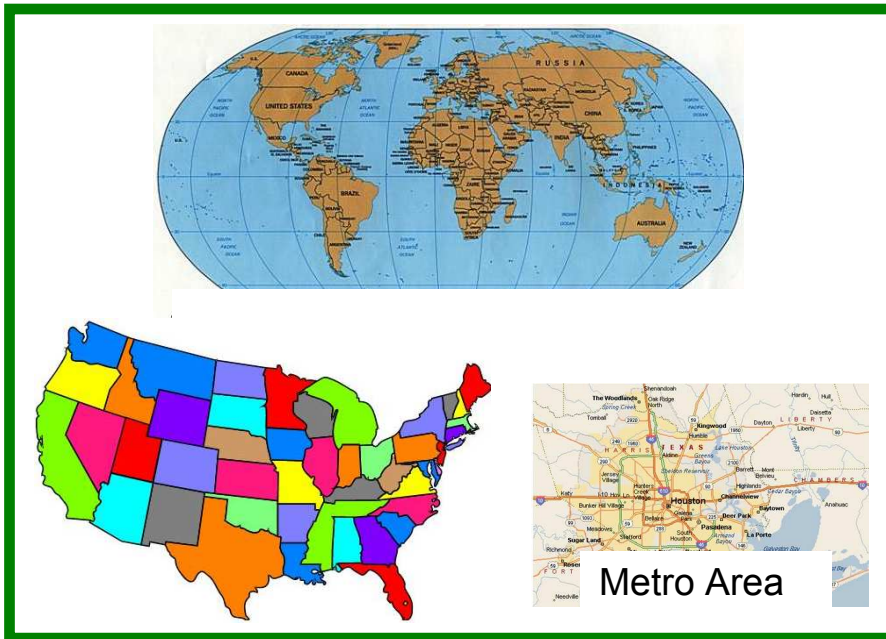


## Are You Fully Leveraging Web Conferencing ... locally, within and between states, and globally?



Extend Your Reach and Value  
Cut Costs  
Increase ROI  
Improve Virtual Team  
Performance

No Travel - Less Travel  
Less Driving - Less Gasoline  
Improve Air Quality

Increase Productivity  
Faster Processes  
Improve Collaboration  
Improve Performance  
Increase Sales  
Improve Customer Retention

**MoreVirtual.com provides innovative, business acumen, and people touch approaches, so that you can fully leverage Web Conferencing to accomplish your objectives.**

Gasoline	Self Serve
REGULAR UNLEADED	4 07 <sup>9</sup> / <sub>10</sub>
PLUS UNLEADED	4 28 <sup>9</sup> / <sub>10</sub>
SUPREME UNLEADED	4 39 <sup>9</sup> / <sub>10</sub>

**Areas of Consulting, Coaching, Training, Workshops, Speaking, Publications**

**Let's Collaborate Together to Accomplish Great Things**

### Executive Coaching

**Senior Leaders, Business Owners, Government Officials, Department Heads**

- We offer individualized coaching to teach you how to conduct great virtual meetings and to build relationships across distance.
  - Make your real-time virtual meetings more like your face-to-face meetings.
  - Learn how to create QUALITY virtual meeting experiences and to engage minds.
- We can design and facilitate your virtual meetings if you are not yet using web conferencing.
- We provide content on collaboration and productivity for speeches, presentations, and white papers.

### Virtual Meetings and Customers

- We assist in assessing, planning, and implementing (executing) so that you get more value in using virtual meetings with customers.
- We can help identify, and implement, in-person billable services that can be converted to "virtual" delivery.

1. Type in your browser [www.morevirtual.com/uploads/MV\\_Leveraging\\_Web\\_Conferencing.pdf](http://www.morevirtual.com/uploads/MV_Leveraging_Web_Conferencing.pdf)

2. FLASH PRESENTATION - at [www.morevirtual.com](http://www.morevirtual.com) click on one of the links:

**Are You Using Web Conferencing to Its Full Potential**

**Areas of Consulting, Coaching, Training, Workshops, Speaking, Publications, *continued***

**Financial and Measurements (*productivity, costs, carbon emissions*)**

- Understand how web conferencing virtual meetings deliver cost savings and productivity gains.
- Develop measurements, for example: When “x” number of people reduce their travel time by 10 hours a month (on average), what is the ...

	25 people	100 people	500 people
Savings in travel time (3-yr. period)	9,000 hours	36,000 hours	180,000 hours
Savings in travel expense reimbursement (3 yr. period)			
Reduction in carbon emissions (3 yr. period)			

**Web Conferencing for Project Sponsors, Project Managers, and Project Management Office**

- Learn how you can use Web Conferencing to:
  - Improve virtual team performance.
  - Effectively manage virtual teams.
  - Reduce silo thinking.

**Technical**

- What web conferencing software to use, pricing, and cost saving tips.
- Business case and planned ROI, support plan, web conferencing startup and expansion initiatives.
- End user training and documentation.
- Free web conferencing (2 people).

**Collaboration as a Corporate Value**

- We can assist in organizing or enhancing your organization’s collaboration function.
- We can help you increase the synergy between multiple collaboration technologies.

**Use Web Conferencing to Leverage Talent Across Distance**

***Specialized programs for:***

- Client Engagement Management
- Multi-Location Projects, Programs, Initiatives
- Change Leaders
- Meeting Facilitators
- Organizational Development Professionals
- Virtual Performance Coaching
- Virtual Instruction
  - Instructional Design
  - Virtual Instruction - Teach Your First Virtual Class
- Business Process and Innovation Consultants
- Remote Desktop Support

**Situation:** You are a coach, meeting facilitator, or OD professional.

**Problems:** The people are in other cities. There is no travel budget. Teleconferencing (voice only), emails, and handhelds are not sufficient.

**Solution:** Effectively use Web Conferencing.

Areas of Consulting, Coaching, Training, Workshops, Speaking, Publications, *continued*

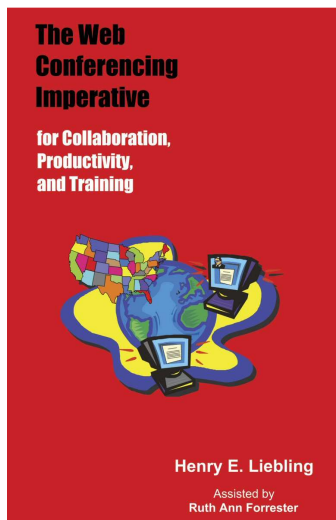
## Learn "When" and "How" to Leverage Web Conferencing for:

- Sales (customer-facing and non-customer-facing)
- Customer Retention
- Marketing, Human Resources, Manufacturing
- Telecommuting
- Training and Development
- Partnerships (Business, Public Private)
- Government (Inter-Governmental, Intra-Governmental)
- Education (K-12, Higher Education)
- Non-Profit/NGO
- Health Care
- Community Programs
- Innovation, Science, and Technology
- Involving and Communicating with the Front-Line
- Large Audience Virtual Meetings on a Shoestring Budget

## Additional Services

- Virtual Meetings: We offer assistance in designing, preparing for, and facilitating a virtual meeting.
- Learning: Do you have a class or course that needs to be delivered using web conferencing?
- Liaison to IT, web conferencing vendors, and conferencing service providers.
- Virtual Classes – please ask.

## Henry E. Liebling – Consultant and Trainer



Henry E. Liebling is author of:

- The Web Conferencing Imperative for Collaboration, Productivity, and Training
- The Web Conferencing IDEA BOOK for Marketing and Sales
- The Web Conferencing IDEA BOOK for Government
- The Web Conferencing IDEA BOOK for Learning and Human Resources
- The Web Conferencing IDEA BOOK for Project Management (in development)

Available at Amazon.

To learn more about these books, go to: [www.morevirtual.com/Books.html](http://www.morevirtual.com/Books.html)  
Books are also available as customized editions.

Henry E. Liebling is co-founder of MoreVirtual.com and a colleague member of [www.newwow.net](http://www.newwow.net).

As a seasoned management consultant and training professional, he has provided services to a wide range of people in diverse industries, including: At-Home Services, Automotive, Banking, Consulting and Professional Services, eCommerce, Education, Franchise, Government, Hospitality, Internet, Insurance Claims, Manufacturing, Membership Services, Non-Profit and Humanitarian, Professional Associations, Software, Staffing, Technology and Systems Integration, Telecommunications, and Wellness. He has served major brands such as AT&T, BellSouth, Blue Cross Blue Shield, Federal Government, General Motors, Los Angeles County, Microsoft Corporation, Monster Worldwide, National Urban League, State of New Jersey, to name a few. United States and International. He is a former Board member of a public private education partnership.

He has experience with leadership and organizational development, performance-based training, distance and blended learning, business processes, sales, product and service creation, human resources, and customer service/operations/retention. Results are often in these areas: sales, revenue, customer retention, efficiency, and employee and management performance.

He began using "real time" software in 1992 and is experienced with other Internet Collaboration tools.

Henry has a Masters of Public Administration degree from Syracuse University's Maxwell School of Citizenship and Public Affairs and he studied behavioral science and organizational development at University of California.



Henry delivers services on-site and remotely.

## What People Are Saying

### **University Dean (Business School, Kennesaw State, Georgia)**

**Timothy S. Mescon, Ph.D.**

*"The Web Conferencing Imperative for Collaboration, Productivity, and Training' is a timely, insightful and thorough treatment of an online application that will make enormous productivity contributions to any enterprise, public or private, that uses Liebling's tips successfully. The hands on, step-by-step approach, removes all the mystique from the process and includes dozens of outstanding tips that will greatly benefit any organization."*

### **Advisor on Technology, Research, and Innovation**

**Dr. Edward E. David**

**Former President of Exxon Research and Engineering Company**

**Former Science Advisor to the President of the United States, Former Director of the White House Office of Science and Technology**

*"Henry Liebling's Web Conferencing book is a tour-de-force for those of us who need a way to communicate economically and effectively. Congratulations on your book which is a 'how-to-do-it' for we folks who need to know about modern communications."*

## **Public Technology, Inc., President Emeritus**

**Dr. Costis Toregas**

*"The potential of collaboration, an imperative of today's management agenda, can be greatly helped by the new technologies of web conferencing. Beyond the technical aspects, the organization change can be challenging and difficult to manage. Henry Liebling has both the experience and vision to suggest the optimal paths to web-assisted collaboration."*

## **Clean Air Campaign (Georgia)**

**Kevin Green, Executive Director**

*"Henry Liebling's books on web conferencing should be required reading for any professional interested in starting or expanding their web conferencing capabilities – and also interested in saving time, improving productivity, and helping the environment. Well-organized, informative, and easy to read. Good job!"*

## **Industry Analyst and Consultant**

**David Coleman, Managing Director, Collaborative Strategies. Co-author of Collaboration 2.0.**

*"After reading 'The Web Conferencing Imperative for Collaboration, Productivity, and Training,' I believe Henry Liebling is not only a visionary but a pragmatist. Henry sees web conferencing as a way to not only help save the planet through greener technologies, but he also walks his talk and peppers the book with hundreds of examples of how people have saved time, money, and yes, even gasoline by using web conferencing."*

*"This book is not about theory but how to apply these collaboration technologies to their best advantage. Henry is a big believer that this technology is the wave of the future, and a way to rapidly increase productivity as it is much cheaper to move bits than butts."*

## **Company Chairman and CEO**

**Jerre L. Stead, Chairman and CEO, IHS, Inc.**

**Chairman and CEO, Ingram-Micro, Inc. (1996-2000)**

**Former CEO of Square D Co and AT&T Global Information Systems (NCR Corp)**

*"Henry, I just finished reading your new book. In today's fast changing world, the need for constant communication is more important than ever. Henry Liebling has done a great job in creating a do it yourself kit for everyone to use. Web Conferencing is such a cost effective tool. Henry brings to the reader the how to and why in a clear and simple set of chapters. This book will help all of us use a wonderful productivity tool to do a much better job of collaboration, group learning, and communication."*

## **Information Technology and Services (University)**

**Paul Gandel, Vice President, Information Technology and Services, Syracuse University**

*"Successful collaborations and effective meetings can be difficult when people meet in person. Conferencing in cyberspace presents a whole new set of challenges that are often not well-understood by organizers. Henry Liebling's latest book addresses this gap nicely by presenting a clear set of guidelines that help meet the unique challenges of facilitating virtual meetings that get business done."*

## **Retired Business Executive and Former Deputy Secretary of the United States Department of Education**

**David T. Kearns, CEO of Xerox Corporation (1982-1990)**

**Deputy Secretary of the U.S. Department of Education (1991-1993)**

*"Web Conferencing has great potential for industry, education, government, science, and engineering. Using it effectively can help improve innovation and productivity. Henry Liebling's latest book gives hundreds of examples and techniques to help realize this potential."*

## **Collaboration Analyst**

**Andrew W. Davis, Managing Partner, Wainhouse Research LLC**

*"... Henry gives a straight-forward, easy-to-understand explanation of web conferencing and clear descriptions of the benefits this important solution can bring to large and small companies alike."*