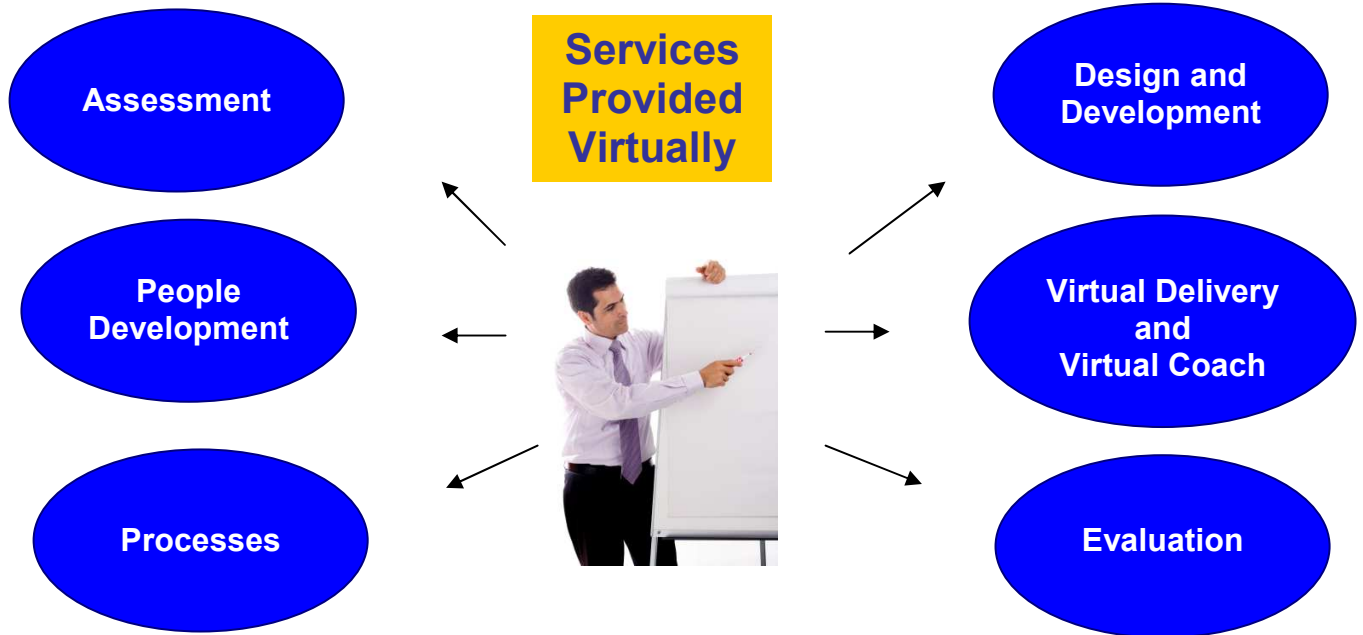


Achieve Success with Live Virtual Training and Education



Live Virtual Training, Education, and Meetings - some form of web conferencing is needed.

Increase Revenue
Reduce Costs

Virtual Meetings - connect with people in much more meaningful ways using highly collaborative processes

Improve
Performance



Use Web Conferencing

- Deliver Virtual Consulting Services
- Virtual Selling
- Facilitate Virtual Meetings
- Virtual Organizational Development
- Manage Suppliers 100s and 1000s of miles away
- Virtual Talent Management
- Day-to-Day Virtual Working

Use Virtual Meetings		
Companies	Health Care	Non-Profit/NGO
Government	Education	Community

<http://www.lessdriving.org>

Hello, my name is Henry Liebling. I am a specialist in web conferencing and using the web for training, education, and meetings. I help companies transform their work and their relationships, to drive innovation and sustainable growth. My services are in these areas:



Assessment

Identify opportunities. Assess and report on the actions your organization needs to take to **start**, **improve**, or **enhance** live virtual training, education, and virtual meetings, using web conferencing.

Workshops and Coaching

Workshops, training, coaching, checklists, job aids, and publications. People gain knowledge, skills, and techniques to use web conferencing for virtual meetings and the live virtual classroom. **People become confident and more effective in using web conferencing.** People learn “People Touch” techniques, which are especially important for customer-facing situations. People learn to plan and run highly collaborative, engaging meetings (different from the more passive webinar style).

Workshops and coaching are for *neophytes* and *experienced* people. I work with a wide-range of people, including but not limited to business owners, training and human resources, sales and marketing, call center consultants, organizational change and meeting facilitators, client service managers, and many more.

Coach-The-Coach
Program

Custom Designed Solutions

Management Consulting and Implementation

- Business Strategy – for using virtual tools like web conferencing
- Technology, Cost Containment, Roadmap, Implementation, and Project Management
- Business Processes – week before, day before, same day, day after, testing, pilots

On-the-Virtual Stage

- Facilitate and co-facilitate your live virtual classes, courses, and virtual meetings
- Perform in the role of “producer” – *before* and *during* the virtual classes and meetings

Instructional Design and Development for the Live Virtual Classroom

- Convert existing courses and classes to the virtual classroom format, design/develop new courses and classes, and design/develop training reinforcement classes for virtual classroom delivery
- Prepare Courseware and Guides - Instructor/Facilitator Guides, Student Materials, Producer Guides

Results and Client Comments – Henry Liebling

American Society for Training and Development (Chapter Vice President)

“... a great program ...”

Henry delivered a virtual program using web conferencing. Topics: virtual meetings and distance learning.

New Revenue

A consulting firm hired Henry to help them use web conferencing more effectively. Within four months of my starting to work with them, they booked over 50 new training sessions, using web conferencing for delivery. (The company has also transformed how it works internally with its dispersed staff.)

New Revenue – Live Virtual Presentation (Participants were 7200 miles away)

Henry was hired to assist in all aspects of a virtual presentation (using web conferencing) to 100 corporate senior leaders. The presentation started on time and no glitches. It was a huge success. The corporate chairman who was in the audience now wants to hire the consultant for strategic planning.

Reduced Training Costs

Henry played a key role to successfully convert a two day traditional classroom course to a blended learning program that relied heavily on web conferencing (live virtual classroom). He also co-delivered the pilot. Calculation of costs showed a savings of \$9,000 per session. The same pre- and post-test was used for both types of classes. The participants performed better in the blended program.

Facilitation in Virtual Environments (PMP, Lean Six Sigma Black Belt and Champion)

“While attending a two week Institute of Industrial Engineers (IIE) Lean Six Sigma Master Facilitator Certificate course, Henry provided an excellent session on facilitation in virtual environments. Teaching a custom module, Henry “broke the code” on leading and working in this critical area. He is an expert on interpersonal virtual communications, meeting dynamics, and technology trends and getting the absolute best out of virtual teams. If you have a chance to partner with MoreVirtual or learn from Henry, please do not pass it up.”

Southeastern Association of Facilitators (Association President)

“Henry’s tips and tricks for facilitating virtual meetings provided new information and special tools to enable facilitators to improve the preparation, coordination, and facilitation of virtual meetings. Attendee comments speak well to the quality of Henry’s session.”

Dean, Business School – Kennesaw State University (University System of Georgia)

“... 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.”

New Product Sales Training – using web conferencing and video conferencing.

AWARD – on team that won award from United States Distance Learning Association.
Corporate Training category. Project – Sales Channel Collaborative Account Planning.

Henry Liebling

Author of four books on web conferencing. Over 25 years of management consulting experience, with emphasis in training and organizational development, performance improvement, sales, marketing, customer service, customer retention, and business processes. Clients/experience with:

American Bankers Association
Blue Cross Blue Shield
Los Angeles County
Organization Change Alliance
The Equitable

AT&T
Clean Air Campaign
Microsoft
Orkin – Rollins
The Great American Cookie Co

Bellsouth
Kuwait Airways
Nokia
Temple University
State of Georgia (“Work Away” program)