

WHAT MAKES US DIFFERENT

We teach you HOW TO WOW YOUR PARTICIPANTS

WOW WEB CONFERENCING . . . when virtual meeting participants are pleased and happy . . . meeting objectives (outcomes) are met . . . people are involved . . . minds are engaged . . . social needs are satisfied . . . high quality . . . no glitches . . . virtual meetings enhance your reputation.

We want you to plan and execute web conferences for a variety of virtual meetings and objectives. Examples:

Webinars -- convey information ("telling"), with light Q&A.

Customers and Clients

- Use "people touch" techniques to build relationships with prospective customers and clients and to nurture relationships with people you already know.
- Sell products and services to current and new accounts.
- Collaborative account planning with people in different cities.
- Manage engagements and projects.
- Revenue – web conferencing is used to deliver fee-based services.

Managing, Collaborating, Communicating, Problem-Solving

- Management meetings among senior level managers and with partnership and committee members.
- Day-to-day working with colleagues and project management.
- Problem-solving and informing (planned and ad hoc meetings).
- Team Meetings (staff meeting with one or multiple presenters) - camaraderie, team building, listen, communicate & coordinate, inform, collaborate, identify and solve problems, make decisions.
- Status reports to stakeholders in multiple cities - make changes in real-time.
- Clarify a problem when involvement from everyone is critical.
- Brainstorm (ideate). Then, prioritize the ideas during the same meeting.
- Involve dispersed personnel & front-line employees to clarify requirements.
- Communicate and discuss corporate values – small groups and large audiences.

Performance Improvement, Training, and Learning

- Improve performance of a team you sponsor or manage.
- Performance coaching.
- Facilitate a virtual team's meeting when everyone is in a different city.
- Virtual Classroom. Blended Learning. Distance Learning.
- Plan and execute OD interventions when people are in different cities.

WHAT MAKES US DIFFERENT, *continued*

EXPERIENCE

Results: In these areas – revenue, cost savings, productivity, performance improvement, knowledge transfer, customer retention.

Industries: At-Home Services, Automotive, Banking, Consulting and Professional Services, eCommerce, Education, Franchise, Government, Health Care, Hospitality, Internet, Insurance Claims, Manufacturing, Membership Services, Non-Profit and Humanitarian, Professional Associations, Software, Staffing, Technology and Systems Integration, Telecommunications, and Wellness.

Understand How People Work: We have completed numerous projects, involving many functions and positions (job titles).

WE DO NOT RESELL WEB CONFERENCING SOFTWARE

We have used web conferencing software from 19 different companies.

We may be able to help you decrease your web conferencing spend.

HENRY E. LIEBLING, co-founder of MoreVirtual.com

Henry E. Liebling is author of four books on web conferencing.

Seasoned consultant, performance improvement professional, and colleague member of New Ways of Working Network (www.newwow.net).

Began using this type of software in 1992.

Experienced with other Internet Collaboration Tools and Blended Learning.