

# Terry Talks



**Terry Talks** are Presentations and Workshops provided by Terry Bass of Chadons Resources.

As a speaker, trainer, coach and facilitator for over a decade, Terry engages and energizes participants with the vital business topics of the day.

Chadons Resources has proven to be a thought innovator by taking what we may already know or have some idea of and presenting the subject from a new, refreshing angle bringing real “aha” moments and learning for all listeners.

His LeaTeR meter (given in his Relationship presentations) as well as his T-L-S Model (in his Motivation presentations) have won wide recognition in the training industry as refreshing ways of looking at complex challenges in business and life today.

His talks are broken into two series -

**Professional Relationships** - where the discussion centers around people such as peers, subordinates, superiors, clients and potential clients.

**Professional Development** - where the discussion centers around key soft skills needed to be successful in both your professional and personal life.

Highly engaging speaker, thought-provoking material, essential business topics of the day. All brought to you thru Terry Talks.

*The next couple of pages gives brief descriptions as well as pricing for the various Terry Talks. Check [www.chadons.com](http://www.chadons.com) for more detailed descriptions as well as other subjects that may be covered.*

## Signature Terry Talk

### **Relationship Networking - Part of the Professional Development Series**

A strong network acts as a strong support system for any individual whether in the corporate world, entrepreneur, business owner or for anyone else. This talk takes the individual through the importance of building relationships whether looking for clients or looking for support in your everyday life. This talk is based on Terry Bass’ book *Relationship Networking 3.0*, the step by step guide for what everyone should be doing when they network.

**Presentation - \$800, Workshop - \$2000**

(based on 20 people, Terry Bass’ *Relationship Networking 3.0* is included for first 20)

Presentations are between 1 and 1.5 hours long

Workshops are between 2.5 and 4 hours long (depending on workshop)

Pricing does not include possible travel related expenses.

Workshop pricing may change due to larger number of participants attending.



## Professional Relationship Series

### Relationship Sales

Good Sales is a process. The foundation for good sales is establishing a relationship. This Terry Talk drives good behavior for good successful selling, so they keep coming back.

*Full Sales Program Training Available*

### Creating Customer Loyalty

Satisfied Customers are nice. Loyal Customers are cheaper to maintain, spend more money, complain less and they keep coming back. Truly the magic key for any business today

*Full Customer Loyalty Program Training Available*

### Growing thru Diversity

In this boundary pushing, thought provoking presentation, Terry Bass makes it clear that understanding diversity is so much more than the standard discrimination rules and the consequences for that limited understanding is costly for any organization

### Leadership Today

Quality of Leadership can make or break an organization creating a death by a thousand cuts. Terry Talks brings recognized leadership models through a different highly engaging perspective

*Full Leadership/Management Program Training Available*

**Presentation - \$750, Workshop - \$1875 for the above for Terry Talks**

### *Management Series - Talks aligned toward Management/C-Level Participants*

*Management Series are presented with a stronger focus on organizational perspective such as rewards and consequences around the topic as well as implementation discussions.*

### Motivating Your Workforce

Using the ground-breaking T-L-S model to explain motivation, we present and facilitate what is needed to truly motivate and build the team needed to achieve greater success in your organization

### Growing Thru Diversity - Management Perspective

Organizations that focus strictly on “protected classes” and discrimination surrounding the Diversity challenge will leave ideas, motivation and money on the floor. This is a candid, boundary pushing talk to ensure businesses truly understand the power and strength that diversity can bring to any organization.

### Creating Customer Loyalty - Management Perspective

It's not about customer satisfaction, Loyal Customers become partners in any business growth. And they pay YOU for the privilege!

**Presentation - \$1200. Workshop - \$3000. for the Management Series**

Timing and other considerations at the bottom of other pages.



# Professional Development Series

### **What's Motivating You to Get Up in the Morning!**

Using the innovative Chadons T-L-S Model, we discuss Motivation in general and gives each participant the opportunity to look at what gets them motivated to contribute their best.

### **Time Management since You Can't Add Hours to the Day**

We have the same hours in the day, this presentation introduces real usable tools for anyone to make their day more effective so they can get things done!

*Full Time Management Program Training Available*

### **Managing Stress so that it Doesn't Manage You**

Stress reduces effectiveness and long term stress can affect health. We discuss cause and effect as well as some time tested methods to reduce and eliminate stress in our jobs and our lives.

### **Effective Communications for Effective Results**

Poor communication is suspected to cause billions in lost time, produce ineffective teams as well as toxic misunderstandings forcing businesses to repeat or settle instead of succeed. Terry Talks introduces the invigorating FLAMBE principles of communication for any person, any position, anywhere.

### **Developing a Strong Foundation for Your Future**

Strong Foundation for anyone's future consists of four things. Time and Stress Management, Effective Communication and Goal Achievement. This presentation captures the essence of these four essential soft skills for people to prosper in whatever role they are in.

### **Achieving Your Dreams and Goals**

We all have wish lists, to-do lists, fantasies, visions and ideas about our lives, both personal and professional. ACHIEVING those is where the challenge comes in. This Terry Talk gives a step by step guide on how to make it happen as well as honestly discussing the road blocks that get in our way.

**Presentation - \$750. Workshop - \$1875.**

Presentations are between 1 and 1.5 hours long

Workshops are between 2.5 and 4 hours long (depending on workshop)

Pricing does not include possible travel related expenses.

Workshop pricing may change due to larger number of participants attending.



## About the Speaker -

Terry Talk speaker, Terry Bass of Chadons Resources is a business coach, author and facilitator in the Chicagoland area who networks extensively for his work. Terry has written *Relationship Networking 3.0*, a step by step guide on business networking.

Prior to his forming Chadons, Terry has been a sailor in the US Navy, air traffic controller, high end equipment repairman as well as various levels of management, ending his corporate career as National Training Manager of a subsidiary of Eastman Kodak.

Today, as a business speaker and coach, Terry works with individuals and organizations to “close the gap” between present performance and the level of performance they want be. Besides Terry Talks, Chadons offers support in **Conquering Goals** and **Developing Stars**. See [www.chadons.com](http://www.chadons.com) for more information

He is affiliated with world class organizations such as Toastmasters, ICF - International Coaching Federation and Resource Associates Corp.

Terry belongs to several organizations and in 2009 serves on the boards as President of his Rotary Club (Chicago-Lakeview) , Vice-President of Membership of CCASTD (Chicagoland Chapter of the American Society of Training and Development) and President and Founder of B2B Xpo Group, a not for profit organization of business professionals who work with small businesses.

An often asked question is where did Chadons come from? CHADONS stands for **Change Doesn't Need to be Scary**, an important lesson for all of us.

And as to that flamingo dude logo displayed to the lower right....? He exemplifies an ideal, vision or dream of where we might like to end up. And it's CHADONS commitment to provide the support for you and your business to be able to make that dream come true.

So what's your dream?



**CHADONS**  
*Resources Group*

*Helping People Realize Their Dreams*