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## Keynotes, Seminars & Workshops

Our keynotes, seminars and workshops are different in three critical areas:

••• **Our training programs are fully customizable.**

We don't deliver cookie-cutter programs and we don't expect you and your staff to figure out how to translate our information to your business. We take the time to understand your business and uncover your needs — and then we **customize** our material to address your needs and demands.

••• **We train your staff at your site.**

Psychologists say that familiarity fosters better learning. So why ask your staff to drive to a different location, sit in an uncomfortable chair in a strange room, navigate the surrounding area at lunchtime, and use a strange lavatory when you can instead bring **Mindshift Zone** to your place of business, thus maximizing your staff's time, energy, and focus?

••• **We guarantee material comprehension.**

In order to receive a certificate of completion, we require our attendees to pass a “material comprehension” test. The simplest way to ensure our students retain the valuable information you are paying for them to receive is to hold them accountable for it. **Mindshift's** "No Passing Zone" testing process, which has been described as "the impetus behind an industry revolution," does exactly that.

Intrigued? We hope so.

Bring **Mindshift Zone** to your place of business and we guarantee your staff will learn and have fun.

*Here is the key to why **Mindshift Zone's** Dave Durham is best suited for ALL your training needs...*

Dave understands that no two groups are the same so he will **tailor** his training around your needs! Give us your objectives and he will design and deliver his training workshops specifically for your organization.

Dave has **customized** workshops to address any of the following topics:

- |  |                        |
|--|------------------------|
| EQ - Emotional Intelligence                    | Customer Relations     |
| Dealing with Difficult People                  | Project Management     |
| Organizational Performance                     | Individual Performance |
| Managing Emotions Under Pressure               | Leadership             |
| Leadership Strategies for Multiple Generations | Teamwork               |



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## Biography

With nearly 25 years of experience as a project manager, sales executive, entrepreneur, and motivational speaker, **Dave Durham** is one of the most experienced and sought-after speakers in the country. Whether his audience is young or old, corporate or collegial, conservative or liberal, Dave has an uncanny knack for connecting to them, inspiring them, and motivating them.

After taking a company that makes ice (yep, ice) from an idea to a multi-million dollar business, Durham realized he could translate his considerable talents and experience in project management, sales, sales training, and customer service to inspirational and motivational speaking engagements - and thus in 2003, **Dave Durham Seminars** was born. Word of Durham's powerful ability to capture an audience spread quickly, and soon he was traveling the globe 50 weeks a year.

Durham speaks with passion, enthusiasm, and high energy. One of his strengths is his ability to capture and hold an audience from the first words out of his mouth to his final, triumphant story. A true motivator (in the classic, Rockne-like sense of the word), Durham speaks with natural vocal variety and body language. And of course he infuses every presentation with plenty of humor. Rest assured, he keeps his audiences on the edge of their seats.

### Check out just some of Dave’s clients!

US ARMY ● FT CAMPBELL, KY ● LOCKHEED MARTIN  
DONALDSON CORP ● HENNEPIN COUNTY COURTS  
NORTH and SOUTH DAKOTA COUNTY PROSECUTORS  
POLARIS ● MEDTRONIC ● SOCIAL SECURITY DEPT  
SEARS - KMART ● ARTIC GLACIER INTERNATIONAL  
UPSHER - SMITH LABORATORIES ● 3 - M

**Dave is a member of the National Speakers Association.**





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## About Us

**Mindshift Zone**, Inc. is a Minnesota-based company offering dynamic training to businesses and organizations all across the globe. Founded by two men who share a passion for entrepreneurship, a love of marketing, and a burning desire to connect and communicate with people, **Mindshift Zone** is so much more than "yet another catalog of seminars."

### Here's why:

We're not just trainers who teach project management and marketing...

We're not just marketers and project managers who train...

We ARE experienced, savvy, and passionate marketers and project managers who ALSO happen to be experienced, savvy, and passionate trainers and speakers.

### ➤ Versatility

Regardless of your company's size, industry tenure, staff experience, and business objectives, Dave will help navigate your transition from good to great. He will motivate, inspire, and re-fire your employees into action for 2013...and beyond!

Whether speaking to 2000 people in a hotel ballroom or two people in a small business conference room, Dave has an uncanny knack for capturing and connecting with his audiences.

From senior executives of Fortune 500 companies to entry-level customer service reps at small start-ups, Dave's message is accessible and relatable because he can match the tenor and tone of his audiences.

### ➤ Experience

If your company is just starting up, if you are trying to propel a flourishing small business into the multimillion dollar revenue arena, or if your Fortune 1000 company wants to move from industry also-ran to best-in-market, Dave is your answer to the question, "How do we get from good to great?"

Since Dave spent 15 years in project management and draws on real life business experiences in his speeches and training, he has credibility in the eyes of his audience and integrity in the messages he delivers.

### ➤ Inspiration

Your people will leave Dave's seminar energized and motivated because his energy and enthusiasm are infectious, his passion and excitement are contagious, and his training and storytelling are compelling.

Even skeptics (every company has them!) will feel ownership in their seminar takeaways because Dave's interactive, fun, and humorous training keeps audiences engaged throughout the seminar, all the way back to their desks and offices, and well into the future.



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## Highlighted Topics

### Emotional Intelligence (EQ)

**Mindshift Zone's** Emotional Intelligence workshop is one of the most powerful, transformational seminars you'll come across! You will learn to communicate more openly, deal constructively with resistance and disruptive team behavior, and understand the triggers that spark both positive and negative reactions. Whether you are a team leader or a team member, the skills you'll master will make team meetings, projects, presentations, discussions and collaboration that much easier.

You will discover how to:

- Evaluate your current level of emotional intelligence
- Identify your communication strengths and weaknesses
- Overcome personal beliefs that might be holding you back
- Understand how emotions affect others

You and your employees will never forget this powerful program. It will absolutely make a difference both in the individual lives of your staff and in your collective organization.

### Project Management

**Mindshift Zone's** Project Management workshop is a comprehensive training program that covers every aspect of project management, from setting expectations at a project's onset to the critically important “lessons learned debrief” at its conclusion.

Packed with information culled from decades of “real life” project management experience in both small startups and Fortune 500 corporations, **Mindshift Zone's** multidiscipline project management workshop is the most robust and interactive training available in the industry.

Here are just a few highlights:

- Learn how to keep your projects on schedule and under budget while providing a positive experience for your team.
- Exceed expectations with powerful communication tools to keep everyone moving forward toward project goals.
- Learn critical team building skills to make your projects successful. It's always about the people.

As with all **Mindshift Zone** keynotes, seminars and workshops we will provide you with hands-on take-aways that you can begin using immediately. And of course, every course comes with Mindshift's “No Passing Zone” testing process that differentiates us from other training outfits.