



# Savvy Leading

## STEPHANIE OEHLER



**ILT**

### SAVVY LEASING WORKSHOP

- 3-hour hands on Sales Training Workshop designed for leasing, leasing managers, and property managers.
- This course covers the various elements in S.A.V.V.Y. Leasing. (S-Sales, A-Attitude, V-Value, V-Versatility, Y-You)

**BOTH**

### LEADER VS. MANAGER-WHICH DO YOU NEED TO BE?

- Up to 2 hour workshop style class designed for Supervisors, Managers, and above
- This course is designed to help people in supervisory positions understand the distinction between leading people and managing outcomes.

**ILT**

### PERFORMANCE MANAGEMENT HOW-TO

- 3 hour hands on People Operations workshop designed for leaders in supervisory positions.
- This course covers improving culture, the purpose of a PIP, corrective action, & performance reviews and how to instructions on effective performance coaching

**BOTH**

### ACCOUNTABILITY IS NOT A BAD WORD

- Either 45 minute keynote or 90 minute workshop style session options designed for anyone in a leadership position or desires to be
- This course is a motivational session on the value of holding yourself and your team accountable to expectations.

**BOTH**

### HOW SALES TRAINING GOT ME ON THE PRICE IS RIGHT

- 45 minute to 1 hour keynote speaking session designed for anyone in a sales position
- This course covers the principles of sales success by telling fun stories about appearing on The Price is Right game show

**BOTH**

### MENTAL PREPAREDNESS FOR SALES SUCCESS

- Up to 1.5 hour sales workshop session designed for anyone in a sales or operations position
- This course covers practical exercises to do to mentally prepare for executing sales activities.

**BOTH**

### RISK IN PROPERTY OPERATIONS-THE PEOPLE PROBLEM

- 2 options for 45 minutes to 1 hour session
- 1 session focuses on overall strategy in risk mitigation related to people
- The other focuses on practical risk mitigation tactics to reduce people risk in property operations.

**BOTH**

### MANUFACTURING PRINCIPLES TO APPLY TO MULTIFAMILY OPERATIONS

- Either 45 minute keynote or 90 minute workshop style session designed for anyone in operations or maintenance
- This course provides a review of key manufacturing principles that can be used to improve multifamily operations