

Power And Might Seminars by Pam Confer

Professional Development for Companies that Excel

All seminars, talks and tips are designed to fit any purpose and format.

Celebrating Differences

“He said. She said.” Gender and Relationships that Work

This engaging seminar will dissect the socially constructed roles, behaviors, and activities that society considers appropriate for men and women in the workplace. Attendees will be involved in moments of self-discovery, as myths are explored, and facts are revealed.

Sharing the Crayons I: Appreciating Diversity

Our cultural experiences determine how we see the world we live in (and how we use the crayons in the box). This seminar is an introduction to the many faces that contribute to our world— dispelling myths, clarifying truths and fostering a sincere, winning spirit.

Sharing the Crayons II: Activating Diversity

Inclusion is the key to effectively activating diversity within organizations. Participants will demonstrate an understanding of the principles of diversity, and leave with strategies for deploying them throughout the decision-making process.

The Quips and Quests of Generations at Work: Thriving Together

For the first time in history, five generations of employees are in one workplace. From the “stick and stay” mindset to the “grow and go” theory, this seminar explores the contributions and needs of each generation, and establishes some common ground.

Watch Your Language: 10 Steps to Communicating with the Spanish Speaker

The Spanish-speaking community has become the largest minority in the United States. Participants will simulate scenarios of engagement with the Spanish-speaking client— learning how to appreciate, understand and speak the language.

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Customer Service

Is the Customer Always Right? Examining Service that Matters

This seminar reviews the principles of good customer service and examines the role of the service provider. Participants will leave armed with strategies to create value-added experiences for the internal and external customer.

Effective Communication

Speak BIG! Speak up. Speak out. Speak often.

Speak BIG! is a confidence-boosting, public speaking and communications program. From tips for making effective impromptu presentations to strategies for overcoming nervousness and other barriers, this interactive seminar equips participants with the skills to speak with purpose, power and respect.

We Have to Talk: Navigating Difficult Conversations

The consequences of not having the conversation far outweigh the results of talking it out. It is all about the messenger, the message, the timing, the place and the intentionality. This seminar provides a road map for facilitating some of the toughest discussions we will have.

You've Got Personality! Communicating with Others

Our interpersonal communications skills include a meshing of the traits that we have inherited, and the summation of our personal and professional experiences. Participants will put personality profiles and theory into practice, while benefitting from interactive role-playing and feedback sessions.

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Funding Relationships

Dear Corporate America, Pick ME! A Guide for Giving Differently

Employees of today are involved in social causes and giving more than ever before. Merge this energy with obligatory corporate social responsibility and the occasional “political ask”, and funders have tough decisions to make. This seminar is designed for funding executives, and provides a matrix for vetting requests, activating internal stakeholders, and remaining relevant.

How to Woo and Wow Your Funder: 10 Ways to Win

Every non-profit believes that its programs deserve top funding. As a result, funders are saturated with requests each year. This workshop offers the top 10 ways to secure and celebrate relationships with your funders. Learn how to make your requests stand out, and how to keep your funder engaged and inspired.

Leading and Following

“Circle-Shifting”: Activating Your Power to Move Things

Is it more impactful to move within circles, or to move the circles, themselves? This seminar answers this question, and explores a paradigm shift in the way we access opportunities, influence mind-sets, and ultimately change things for the better.

Go Get Your Confidence! It’s Your Piece of the PIE

Four different types of people enter a room at any given time. Each one has a unique personality, and a corresponding agenda to fulfill. Through role-playing, attendees will identify which person in the room they are. They will also learn how to increase their Performance, Image, and Exposure (PIE) within their organization.

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It's Not How You Shine... It's Who You Polish!

You can polish a silver platter so effectively that you can see your own reflection in it. This method also applies to the people that we interact with each day. Participants will take an introspective look at their personal and professional lives, and determine if they want to simply “shine”, or if they want to “polish” someone else. From there, they will learn how to create opportunities that allow us all to ascend and excel.

Praising Performance: Coaching for Results

Most of us remember the coach or teacher that recognized our talents and encouraged us to give our best. This session examines the principles of performance management, and (through exercises and assessments) provides the participant with a guide for leading in a productive work environment.

Superior Support Services: The Key Roles of the Administrative Assistant

Administrative support staff serve as gatekeepers for organizations. They determine how the day starts, set the pace for progress throughout the day, and manage a productive day's work. This training will review the many roles of support staff, incorporating the tools for prioritizing the needs of the working world around them.

Walking the Walk: Four Steps to a Great Career

The path to maintaining your job in a demanding work environment can be unpredictable and taxing. This workshop encourages the participant to: “Want” to perform his job function, Act like the model employee, Listen actively to colleagues, supervisors and leaders, and Know that the company supports his progress— WALK.

Your Winning Wardrobe: Four Ways to Stand Out at Work

Thinking and looking positive can create winning moments at work. This seminar explores how attire, aptitude, attitude, and action are the perfect wardrobe for a happy, productive working environment.

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Personal Development

Can You Hear Me Now? Your Inner Voice is Talking

The first and most productive questions about which direction to go in life start with you. This session highlights the importance of intuition, instinct and following your “gut” feeling in order to weed-out the “woulda, coulda, shoulda” moments that hinder fulfillment.

Creating “Joy”: Making Moments Count

The question, “How was your day?” typically prompts us to respond through an eight- or 24-hour lens. That’s a lot of recall... and a lot of pressure. This talk explores three ways to identify, appreciate and preserve the small pockets of joy in life. Happiness can never be overrated.

Go Ahead and Jump: A Serious (but lively) Talk About Choices

It is amazing how choice affects every aspect of our lives. What have we learned about the times that we have “jumped” and failed? or succeeded? Participants will share life experiences— understanding how to discern the (big) mountain from the (small) cliff.

My Friend, FEAR: The Companion for Success

Some friends are expendable. Fear should not be one of them. Participants will examine our close connection to fear, and discover how we can use fear to fuel our successes.

Speak to the Possibilities: Give Me the Ball!

Participants will learn the significance of breathing life into what they believe. Then they will take the next step... to take opportunities head on and explore all of the possibilities that exist. Words like confirmation, affirmation, and declaration will be defined.

The Purpose Pathway: The Journey to Self-Discovery

Knowing how to navigate your personal path will be key to realizing our purpose in life. This seminar will lead participants to the five steps along the purpose pathway. Participants will leave armed with the necessary tools to take each step with confidence.

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Problem Solving

It's That Time, Again: Dealing with Change

How does it feel to miss a great opportunity? How do we adjust to organizational change? Participants will learn how to embrace the unpredictable situations in life, control them where we can, and lean in for the rest. This seminar gives everyday life-lessons a sprinkle of reality.

Managing Conflict: Making Challenges Work for You

In this seminar, participants will explore the dynamics and benefits of conflict. Case studies and role-playing will reveal how conflict can yield positive results, once understood and applied appropriately.

Team Building

Finding the "I" in TEAM: Uncovering Individual Talents

Teams are composed of individuals that offer different knowledge, skills and abilities (KSAs) and approaches to meeting goals. This seminar examines the contributions of each individual as members of a successful team.

Successful Team Meetings: Working for the Win

Participants will discover how significant the roles of the meeting scheduler, planner, and facilitator are to the success of meetings. Additionally, participants will exercise their abilities to function as a team towards the common goal.

The "I's" Have It: Exercising the Personal Power to Succeed

This seminar offers a deeper dive into how we share power while working in groups. Participants will apply introspection (human self-reflection) to determine their propensities as team members and their potential to contribute to the success of a project.

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