

LYNNE WELLISH CMP CHSE CHO

COULD YOU JUST DO ONE MORE THING?

EIC CEU Certified Domain B

How do you set boundaries with your clients, either internal or external? When planning events, what client question makes you cringe?

Learn to establish clear goals and objectives, define the scope of the project and responsibilities and you will be able to control the extent of your obligations and evaluate your success.

RE-ENERGIZE YOUR VOLUNTEERS!

EIC CEU Certified Domain E

Members join an organization for various reasons. Capitalize on their enthusiasm when they join.

This presentation will help you determine the best way to recruit volunteers, identify what is going wrong in many volunteer relationships and how to structure and communicate opportunities and feedback that address the core desire to volunteer.

DON'T RETIRE—REWIRE YOUR CAREER!

EIC CEU Certified Domain E

Ready to move on from your current position, but not sure where to go? Launching into a new career path means re-branding yourself appropriately, and Lynne is here to help you take the first steps. Learn from someone who has been there and is living successfully with her new career. This session will give you a starting point and direction to avoid the "Failure to Launch" syndrome.

I LOVE MY CLIENT, BUT...

...they just have this one annoying habit!

EIC CEU Certified Domain F

Thoughts and reflections from a supplier's vantage point. Together as a group, instructor and participants will come up with a variety of solutions to ease stress and anxiety while solving the common challenges of working with meeting planners.

PUT THE SIZZLE IN YOUR SALES!

EIC CEU Certified Domain F

In this interactive collaborative session, you will learn solid sales skills and tips designed to maximize revenues. Your closing rate will be higher as you will be armed with the right questions to ask your prospective client. No longer will you feel as if you are leaving money on the table.

THE LANGUAGE OF AV FOR BEGINNERS

EIC CEU Certified Domain G

- ◆ Do lights, sound and projection make you feel uncomfortable or uncertain?
- ◆ When reading AV quotes, do you feel like you need a translator?
- ◆ Does staging an engaging experience enhance your timeline to deliver a clear message?

This presentation will help take new and insecure event planners to a level of comfort and confidence when tackling the basics of AV.

MEET LYNNE



Lynne's true passion is mentoring, training, and coaching people in the Hospitality & Event Industry. As a seasoned industry professional, she understands the dynamics and challenges of hospitality management. Her presentation style is highly interactive and energetic, providing educational instruction that is useful, fun and engaging.

Lynne holds a degree in Hospitality Management from the University of Nevada, Las Vegas and certifications as Certified Meeting Professional, Certified Hospitality Sales Executive and Certified Hotel Owner. She has 30+ years in the hospitality industry, and is a faculty member of the HRM (Hotel & Resort Management) Program at Scottsdale Community College.