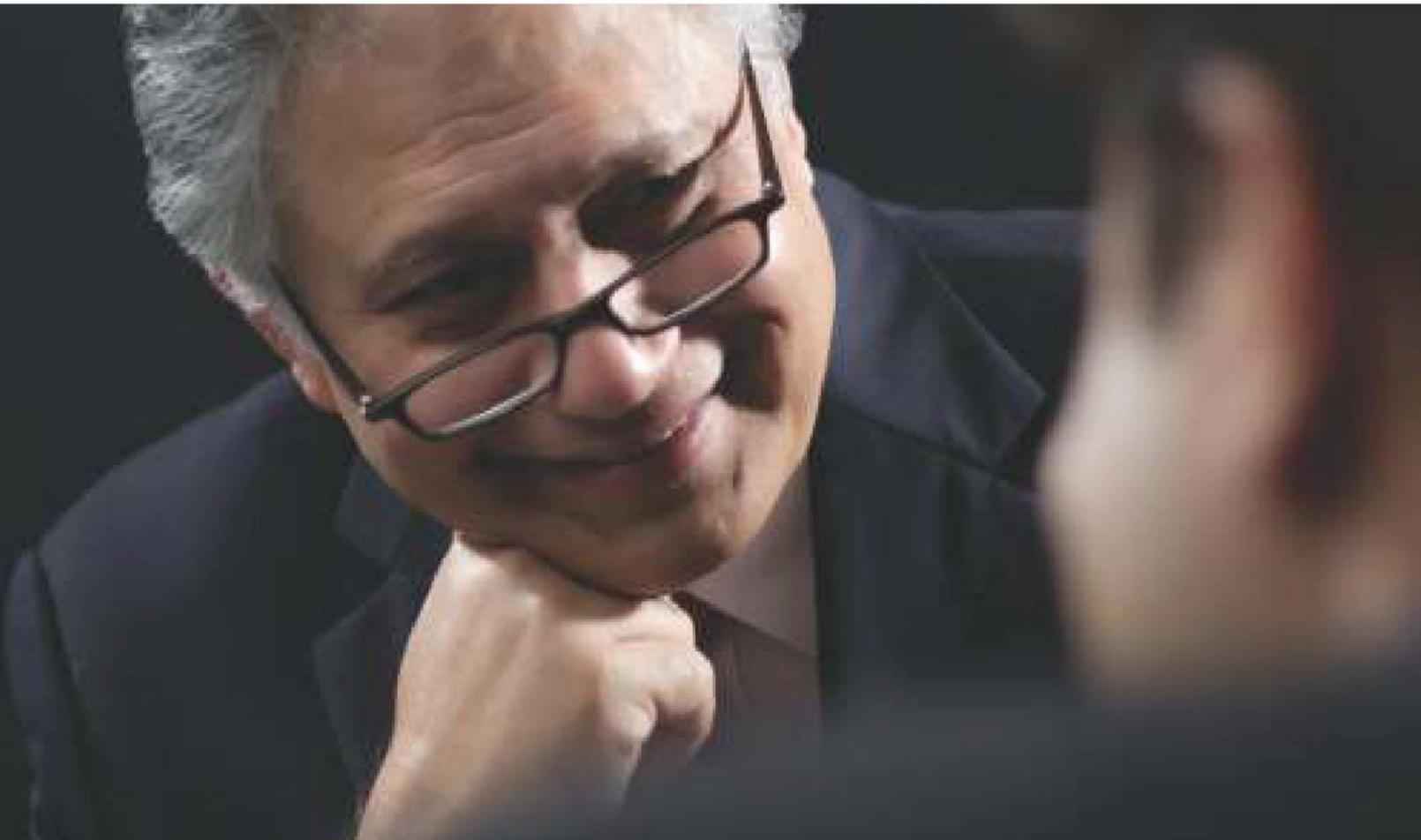


**TO BECOME A LEADER,
YOU NEED TO TRAIN WITH THE LEADER**



**YOU[®]
CAN
WIN**

Shiv Khora

Author of International Best Seller

YOU CAN WIN[®]

sold over 15 Million copies in 21 languages

**Over 100,000 people have benefitted from
the programs in over 20 countries**



Author, Educator, Business Consultant &
a Successful Entrepreneur

**SOMETIMES TO SUCCEED,
ALL A TEAM NEEDS
IS A RIGHT COACH**

LEAD SUCCESSFULLY COMMUNICATE EFFECTIVELY MANAGE PROFESSIONALLY BASED ON VALUES AND ETHICS

MR. SHIV KHERA, based in USA, is an Author, Educator, Business Consultant and a much sought-after speaker.

He inspires and encourages individuals to realize their true potential. He has taken his dynamic personal messages to opposite sides of the globe, from the U.S. to Singapore. His 40 years of research and understanding has put millions on the path of growth and fulfillment.

Over **15 million** copies of his books have been sold globally including his international bestseller “You Can Win” in 21 languages.

His clients include Lufthansa, HP, DHL, HSBC, Canon, Nestle, Philips, Mercedes, Johnson & Johnson, MetLife and many more.

Tens of thousands have benefited from his **dynamic workshops internationally** in over 20 countries and **millions** have heard him as a **Keynote Speaker**. He has appeared on numerous radio and television shows.

Mr. Khera is the brand ambassador of Round Table Foundation. He has been honored by The Lions International and Rotary International.

His Trademark is

**“Winners don't do different things,
They do things differently.”[®]**

Re-charge your people to achieve new heights through Positive Attitude, Leadership, Motivation & Values.

Grow through
our corporate solutions



Public & In-House Programs

Inject new vitality into your Corporate Culture based on Values and Ethics

Hi-Impact Leadership

Blue Print for Success

Gain & Retain Customers

Master Selling Skills

Public Speaking & Presentation Skills

Master Platform Skills

Consulting, Mentoring & Coaching

Our customized consulting
& coaching solutions help
your organisation to grow.

Keynote Address

Kickstart your Conference, Motivate your Team and **Make your next Conference memorable**

4 DAY PROGRAM

HI-IMPACT LEADERSHIP

BLUEPRINT FOR SUCCESS

ABILITY TEACHES US HOW TO DO, MOTIVATION DETERMINES WHY WE DO AND ATTITUDE DECIDES HOW WELL WE DO.

OPTIMIZE PERFORMANCE AND MOVE UP TO THE NEXT LEVEL

GET LASTING RESULTS & ACCELERATE SUCCESS

- **Grow** by creating a culture of trust and accountability
- **Build** powerful teams that go the extra mile
- **Learn** the art of problem solving and decision making
- **Communicate** with clarity and confidence
- **Inspire**, influence and get results
- **Grow** by building lasting relationships
- **Turn** setbacks into comebacks

CONVERT POTENTIAL INTO PERFORMANCE

- **Empower** yourself & others
- **Inculcate ownership** and develop pride in performance

TOPICS COVERED

- | | |
|-------------------|-------------------------|
| ▪ ATTITUDE | ▪ INTER-PERSONAL SKILLS |
| ▪ LEADERSHIP | ▪ SELF ESTEEM |
| ▪ MOTIVATION | ▪ GOAL SETTING |
| ▪ VALUES & VISION | etc. |



METHODOLOGY: This is a unique and effective program. The learning tools are interactive and powered with discussions, exercises and simulations. **Upon completion, participants shall walk away with a 31 day action plan in order to LEAD Successfully, COMMUNICATE Effectively, MANAGE Professionally based on Values & Ethics.**

WHO SHOULD ATTEND

- CEOs and Senior Management.
- Sales and HR Heads.
- Professionals and Entrepreneurs
- Anyone who wants to convert potential into performance.

COMMENTS FROM PARTICIPANTS

“Having been exposed to a number of training programs all over the world, I feel your program was one of the best”.
Michael Stier, Director, Lufthansa German Airlines, Southeast Asia

2 DAY PROGRAM GAIN & RETAIN CUSTOMERS

FIRST SELL YOURSELF
ON THE IDEA OF
SUCCEEDING, THE
REST IS EASY.

GROW BY MASTERING SELLING SKILLS

TURN NOs INTO YESes

- **Establish** rapport and make powerful presentations
- **Gain** confidence and build customer loyalty
- **Distinguish** between transactional and relationship selling
- **Learn** to become a good negotiator and handle objections effectively
- **Learn** the power of persuasion and outsell your competition
- **Learn** three powerful reasons that make you different
- **Learn the DO's and DONT's** of professional selling

UNLEASH YOUR POTENTIAL

- **Increase Sales by identifying buying motives** and selling opportunities
- **Meet and exceed** customers' expectations

TOPICS COVERED

- | | |
|------------------------------|-------------------------|
| ▪ PROSPECTING & PRESENTATION | ▪ OBJECTION HANDLING |
| ▪ UNCOVERING NEEDS | ▪ CLOSING |
| ▪ PROVIDING SOLUTIONS | ▪ RELATIONSHIP BUILDING |

etc.



METHODOLOGY: This program is very effective with real life examples, discussions, exercises and simulations. It will help you develop an action plan. **Upon completion, participants shall be able to overcome resistance, build trust and close more sales.**

WHO SHOULD ATTEND

Those who want to grow professionally by making selling as their career or veterans who want to sharpen their Skills and excel in Selling.

COMMENTS FROM PARTICIPANTS

"I applied the principles that I learnt at your program, resulting in sky rocketing my sales by 110% within a period of 12 months".
Hemal Patel, Director, Tripcon Engineering Pvt. Ltd.

3 DAY PROGRAM PUBLIC SPEAKING & PRESENTATION SKILLS

MASTER PLATFORM SKILLS

3 DAYS OF COACHING
AND A LIFETIME OF
COURAGE TO STAND IN
FRONT OF EVERYONE

SPEAK WITH POWER, POISE & PIZZAZZ

GAIN RESPECT

- **Gain confidence** to face any audience
- **Overcome** stage fright
- **Develop** your natural speaking style
- **Address questions** in hostile situations
- **Deliver impromptu speeches** and think on your feet
- **Be looked up** as an expert in your field

GAIN A COMPETITIVE EDGE

- **Learn the secrets** of the greatest public speakers in the world
- **Influence others** by mastering platform skills
- **Learn the DOs and DON'Ts** of public speaking

TOPICS COVERED

- | | |
|----------------|-----------------|
| ▪ PREPARATION | ▪ CONTENTS |
| ▪ PRESENTATION | ▪ CLOSURE & Q&A |
| ▪ OPENER | ▪ SUMMARIZE |

etc.



METHODOLOGY: Group size would be approximately 15 people for personalized, intense one-on-one interaction. Sessions would be recorded for instant feedback. **Upon completion, participants shall be able to make powerful speeches and presentations.**

WHO SHOULD ATTEND

Leaders and potential leaders who are looking at gaining a competitive edge through Public Speaking.

COMMENTS FROM PARTICIPANTS

"The program helped me to boost my self-confidence in Public Speaking. It helped me to make a long presentation very effectively".

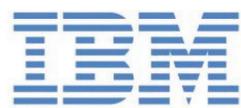
M.S. Rao, Director, Ministry of Environment & Forests

TO BENEFIT,
REGISTER NOW!



DEVELOP HUMAN CAPITAL EXCELLENCE

Our Clients



and many more...

"I only wish I had attended your program 10 years back."

Francis Alphonso, Head HRD, ING BARINGS

WE CREATE LEADERS WHO CAN MANAGE,
NOT MANAGERS WHO CANNOT LEAD™

QUALIFIED LEARNING SYSTEMS

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M / +91-9811039945

E / shivkhera@shivkhera.com

OFFICES IN: USA / INDIA / SINGAPORE

IMPORTANT

SUBSTITUTE: Substitution or transfer to another upcoming seminar may be made at least 10 days prior to the program. However the registration cannot be carried forward beyond prevailing fiscal year ending 31st March.

REFUND POLICY: Refund after deducting service tax, shall be made upon a written request 10 days prior to the program. No refund will be made thereafter.

CANCELLATION: In case of cancellation of the program by Qualified Learning Systems (QLS) for whatsoever reason, the maximum cumulative liability cannot exceed the monies received by QLS.

RECORDING: No audio or video recording is allowed.

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