

# Virginia SBDC

## Management Training Report

### Event Information

Center & Event #: 70-2023-12

Event Title	Start Date	Start Time	Program	Event Status
The Power of Words	10/20/2023	9:00:00 AM	SBDC	Verified
Site	End Date	End Time	Sub-Program	Reviewed By
LRCC	10/20/2023	10:00:00 AM	Not Set	ckriz
City, State & Zip	Sessions	Total Hours	Entry Person & Date	
Middletown, VA 22645	1	1	ckriz on 11/27/2023 8:16:56 PM	
Event Topic	Program Format		Language	
Human Resources/Managing Employees			English	

### Number of Attendees

Total Attendees	In Business	6	Active Duty	0	Asian	0	Native Amer.	0
11	Disabled	0	Veterans	0	Black	2	Pacific Islnd.	0
Underserved	Women	9	Service Disabled Vet.	0	North African	0	White	8
9	LGBTQ	0	Reserve/Nat. Guard	0	Middle Eastern	0	Hispanic	0
			Spouse of Military Member	0				

### Resources Participating

<input type="checkbox"/> SBDC	<input type="checkbox"/> Educational Institution	<input type="checkbox"/> Online Training Resource	SBA Office: None
<input type="checkbox"/> SCORE	<input type="checkbox"/> Chamber of Commerce	<input type="checkbox"/> SBA District Office	Other Govt. Agency: None
<input type="checkbox"/> WBC	<input type="checkbox"/> Trade or Professional Assoc.	<input type="checkbox"/> Native American Center	Other: None
<input type="checkbox"/> VBOC	<input type="checkbox"/> For-Profit Organization		

### Attendee Fees

### Fee Distribution

Attendee Count:	Full Fee #	Discount Fee #	No Show #	No Fee #	SBDC	SCORE
	0	0	0	11	\$0.00	\$0.00
Fee Income \$	Full Fee \$	Discount Fee \$	No Show \$		WBC	SBA
	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00
Other Income \$	Other \$		Total Fees Collected		Co-Sponsor	Total Distribution
	\$0.00		\$ 0		\$0.00	\$ 0

### Event Notes

### Public Information

Standard Fee \$	Web Info: Address,Directions, URL, etc.	Misc. Public Information
\$0.00		
Alternate Fee \$		
\$0.00		

Power Up Your Business Conference  
The Power of Words Breakout Session

Friday, October 20, 2023

	Print Name	Company	Signature
1	Scott Fink	S-Steel Erect the Chautauque	
2	Carolyn Triplett	Artisan Plumbing	Carolyn Triplett
3	Jordan Keenan	Virginia SBD	Therese
4	Alexandra Reinhardt	Good News Coffee Co	Alexandra Reinhardt
5	Jim Coors	Mount Vernon Cemetery	Jim Coors
6	Will Sparrow	RRL	
7	KAREN DEAN	RWB Disposal	
8	KIRISHAI	Edward Jones	
9	Jodi Adams	FNBS	Jodi Adams
10	Alisa Price	Lynch Paint	Alisa Price
11	Jaynelle Bovars	City National Bank	Jaynelle Bovars
12	Lori H Evansola	" "	Lori H Evansola
13	Todd Scarborough	Daily Buzz	

# Power Up Your Business Conference

## The Power of Words Breakout Session

Friday, October 20, 2023

	Print Name	Company	Signature
14	Sierra Collins	SLC	Sierra Collins
15	Kathrine Meade	City Natl	Kathrine
16	Denise Kline	Klein Virtual	Denise Kline
17	Everette Smith	1st Priority Lb	Everette Smith
18	Tom Parker	Consistent Voice Communication	Tom Parker
19	Nancy Schrock	Cedar Grove Photography, LLC	Nancy Schrock
20	Josephine Stouffer	PPLSI / LEGAL SHIELD	Josephine Stouffer
21	Condace Davenport	First Bank	Condace Davenport
22			
23			
24			
25			
26			

### **Bio for Session: The Power of Words**

Jeff Nicely is our Small Business Development Center's Social Media expert with a passion to transform small businesses. His 8 years of work here led him to become a life coach in training with New York Times bestselling authors and coaches, Jay Shetty and Mark Waldman. With a focus on reducing workplace stress, boosting productivity, and fostering meaningful client/customer connections, Jeff harnesses the profound power of Compassionate Communication which he will share with us today. Let's welcome Jeff to unlock our full potential and create thriving, harmonious workspaces.



The strategies are:

1. R \_\_\_\_\_
2. Stay \_\_\_\_\_
3. Cultivate \_\_\_\_\_
4. Increase \_\_\_\_\_
5. Reflect on your \_\_\_\_\_
6. Access a \_\_\_\_\_
7. Observe \_\_\_\_\_
8. Express \_\_\_\_\_
9. Speak \_\_\_\_\_
10. Speak \_\_\_\_\_
11. Speak \_\_\_\_\_
12. Listen \_\_\_\_\_

Today we will focus on 5 Communication Strategies:

1. Be \_\_\_\_\_
2. Increase \_\_\_\_\_
3. Speak \_\_\_\_\_
4. Speak \_\_\_\_\_
5. Listen \_\_\_\_\_

**Please follow us:**

Facebook: [www.facebook.com/LaurelRidgeSBDC](http://www.facebook.com/LaurelRidgeSBDC)

LinkedIn: [www.linkedin.com/in/laurel-ridge-small-business-development-center/](http://www.linkedin.com/in/laurel-ridge-small-business-development-center/)

**SBDC**  
**Summary of Training Evaluations**  
**(Attach to Form 888)**

**Title of Training:** The Power of Words  
**Date Offered:** 10/20/2023  
**Location:** Middletown

**Analysis of Responses to Question #5: "Overall, the training was worth my time and investment."**

**From ALL Evaluation Forms:**

Number of check marks in Column 1 (Strongly Agree)	<u>20</u>	X	<u>5</u>	=	<u>100</u>
Number of check marks in Column 2 (Agree)	<u>1</u>	X	<u>4</u>	=	<u>4</u>
Number of check marks in Column 3 (Undecided)	<u>0</u>	X	<u>3</u>	=	<u>0</u>
Number of check marks in Column 4 (Disagree)	<u> </u>	X	<u>2</u>	=	<u> </u>
Number of check marks in Column 5 (Strongly Disagree)	<u> </u>	X	<u>1</u>	=	<u> </u>

**TOTAL SCORE** 104 (a)

<b>Total Number of Forms Received</b>	<u>21</u>
<b>Total Number of Attendees</b>	<u>21</u>
<b>Percentage of Response</b>	<u>100%</u>

<b>Total Number of Forms Received</b>	<u>21 (b)</u>	X	<u>5</u>	=	<u>105</u>	Maximum Score (c)
	Divide (a) by (c)	=	<u>99%</u>	<b>Level of Satisfaction</b>		
	Divide (a) by (b)	=	<u>4.95</u>	<b>Average Score</b>		



## SBDC Training Course Evaluation

**Name of Training Class**    **The Power of Words**

**Date**    **10/20/23**

**Location**    **Middletown. VA**

Your response to this form is very important to us as we strive to bring you the highest quality training available. The information you provide is anonymous and confidential and will be used collectively to evaluate our training program.

Please indicate one response on each line.

		Strongly Agree	Agree	Undecided	Disagree	Strongly Disagree
1. The seminar gave me a good working knowledge of the subject matter.		✓				
2. The seminar environment was conducive to my learning.		✓				
3. The handouts were helpful.		✓				
4. The presenter was knowledgeable on the subject matter.	Jeff Nicely	✓				
5. Overall, the training was worth my time and investment.		✓				

Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_





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1. The seminar gave me a good working knowledge of the subject matter.		X				
2. The seminar environment was conducive to my learning.		X				
3. The handouts were helpful.		X				
4. The presenter was knowledgeable on the subject matter.	Jeff Nicely	XXX				
5. Overall, the training was worth my time and investment.		X				

Additional comments:

Fantastic presenter, presentation style + content

What other topics you would like to see offered? \_\_\_\_\_



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Additional comments:

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Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_



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5. Overall, the training was worth my time and investment.						

Additional comments:

*Add a Box For Business cards when sign in to class*

What other topics you would like to see offered? \_\_\_\_\_



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5. Overall, the training was worth my time and investment.		✓				

Additional comments:

Helped me see how my communication with employees was lacking a lot of positivity/listen

What other topics you would like to see offered? \_\_\_\_\_



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5. Overall, the training was worth my time and investment.		✓				

Additional comments:

*Thank you! Looking forward to implementing  
and on these techniques*

What other topics you would like to see offered? \_\_\_\_\_



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5. Overall, the training was worth my time and investment.		X				

Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_



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Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_





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5. Overall, the training was worth my time and investment.		✓				

Additional comments:

*Wonderful and impactful USEFUL information*

What other topics you would like to see offered? \_\_\_\_\_



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Additional comments:

Excellent!

What other topics you would like to see offered? \_\_\_\_\_



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Additional comments:

Jeff is incredible!

What other topics you would like to see offered? \_\_\_\_\_



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Additional comments:

*Great session! I look forward to starting to help improve especially with listening. Thank you!*

What other topics you would like to see offered? \_\_\_\_\_



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Additional comments:

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Additional comments:

Excellent!!

What other topics you would like to see offered? \_\_\_\_\_



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Additional comments:

Very present & interactive! Jeff practiced what he was teaching & allowed shifts & questions. Willing to interact.

What other topics you would like to see offered? \_\_\_\_\_



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Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_





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Additional comments:

*Love Jeff's energy and positivity.*

What other topics you would like to see offered? \_\_\_\_\_



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Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_



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5. Overall, the training was worth my time and investment.		✓				

Additional comments:

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What other topics you would like to see offered? How to be engaging and being more intentional in building DEZ in your business



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Additional comments:

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What other topics you would like to see offered? \_\_\_\_\_