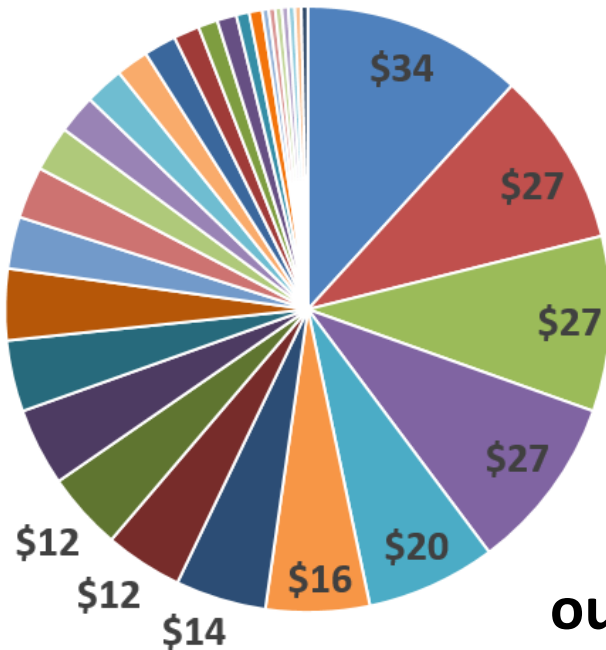




WEDnet 18-19 by the Numbers

Reimbursements by Company

July 2018 – June 2019



31 Participating Companies

- 17 Companies spent 90%*
- 5 Companies spent ~50%*

*of RACC's allocated \$

\$289,771 Delivered to our Participating Companies!

WEDnet 19-20 Application Summary

July 2019 – June 2020

~ 30 Companies with Active Applications

RACC's WEDnet 19-20 Budget funded at =/+ 18-19 level!

**Execute on your Training Plans,
and Claim your Share
- on the RIGHT HALF of the Pie.**



Increase Operational Effectiveness, and Profitability!

Skill Building for Supervisors / Team Leads

- Effective Coaching Techniques
- Communication Skills
- Giving and Receiving Constructive Feedback
- Effective Time Management Strategies
- Understanding / Supervising Different Generations
- Conflict Management
- Dealing with Difficult Behaviors

Effective Time Management Strategies

- Identify your strengths / opportunities for improvement
- Prioritizing workload and key tasks
- Delegation
- Stress Management in the Workplace

Train-the-Trainer (for effective cross-training)

- Effective Communication Skills
- Communication Styles
- Learning Preferences
- Principles of Adult Learning
- Stages of Learning
- Motivation
- Generational Differences
- Goal Setting

Leadership Development Workshops

Awareness

- **Effective Communication**
- **Team Building**
- Defining a good leader
- Your role in the workplace
- How do I rate now?, How do I improve?
- The #1 skill needed to succeed

Empowerment

- **Time management and goal setting**
- **Leading as a coach**
- The 5 languages of motivation
- Positive Reinforcement and Performance Management

Confidence

- **Communicating with difficult people**
- **Handling stress in the workplace**
- **Managing Conflict**
- Authentic Leadership - remaining true to yourself in difficult situations
- Documentation Best Practices

Select program and employees for a one-day, workshop at your location.



Your cost after applying WEDnet reimbursement = \$0 (FREE)*

** Invoice Cost = ~\$2,200. Assumes each eligible employee (class of ~10) brings \$220 of \$600 Essential Skills training budget to offset invoice cost.*

Contact Mike Salute at msalute@racc.edu or Allison Creveling at acreveling@racc.edu to learn more.

SMART AUTOMATION WORKSHOPS

Digital Marketing | Sell More Faster

A New Look at Lead Gen Optimization and Conversion!
Gigi JK | P. Mosenon | G. Lantz | T. Staples



Get the On-Time Edge!

Throughput ↑ | Costs ↓ | On-Time ↑ | Same Capital!
Scott McMartin | Bruce Rubin



Full Potential Unleashed

The Power of SMART Leadership and Workplace Agility
Bob Jarvis | Steve Van Valin



Combating Cyber Threats

How to Protect Your Company
Brett Wilmotte



Touch the Future!

Accelerate Your Learning Curve
Derek Lundsten



Before Sales Growth | Sales Building

Build Sales Strategy, Process, Teams & Accountability!
Michael Nolan



Tell the Brand Story Only You Can Tell

Rev Up Your Hidden Marketing & Sales Engine
Gerry Lantz



Stop Cold Calling!

Generate Hot Leads with LinkedIn
Todd Staples



Win the Talent War!

Attract, Engage, and Retain Top Talent
Steve Van Valin



FAST START OPPORTUNITIES

SMART Leadership Roundtable

Embrace the Transition!
Monthly | Beginning November 2019
Bob Jarvis | Drew Ortyn



Schmidt Training and Technology Center NIMBLE LEADER

SHAPE Diagnostic

Identify the Gaps!
Beginning November 2019
Bob Jarvis | Drew Ortyn



Schmidt Training and Technology Center NIMBLE LEADER

SMART Boot Camp

2 Day Leadership Off Site
Q1 2020
Drew Ortyn



Schmidt Training and Technology Center NIMBLE LEADER

Recover Hidden Cashflow

No Obligation Audit
Beginning October 2019
Ed Flanagan



Schmidt Training and Technology Center NIMBLE LEADER

On-Time Edge Plant Audit

No Obligation Audit
Beginning October 2019
Scott McMartin | Bruce Rubin



Schmidt Training and Technology Center NIMBLE LEADER

Sales Agility Assessment

No Obligation Audit
Beginning October 2019
Michael Nolan



Schmidt Training and Technology Center NIMBLE LEADER

Select program and employees for a one-day, workshop at your location.



Schmidt Training and Technology Center

Contact Mike Salute at msalute@racc.edu or Allison Creveling at acreveling@racc.edu to learn more.





<https://www.ed2go.com/readingacc/>

6-Week Online Courses, Convenient, Instructor-Led Format

<p>Introduction to Microsoft Excel 2013 Become proficient in using Microsoft Excel 2013 and discover countless shortcuts, tricks, and features for creating and formatting worksheets quickly and efficiently. Learn More>></p>	<p>\$115 USD Add To Cart</p>	<p>Advanced Microsoft Excel 2019/Office 365 In this hands-on course, you will learn Microsoft Excel 2019/Office 365's advanced functions and often-overlooked features, including data analysis tools, data tables and databases, custom controls, and PivotTables. Learn More>></p>	<p>\$129 USD Add To Cart</p>	<p>Introduction to Microsoft Excel 2016 Discover how to create worksheets, workbooks, charts, and graphs quickly and efficiently in Microsoft Excel 2016, now available through Office 365. Learn More>></p>	<p>\$129 USD Add To Cart</p>	<p>Introduction to Microsoft Project 2016 Use this popular project management software to plan, implement, and control projects, track costs and resources, and generate reports using Gantt Chart and Calendar views. Learn More>></p>	<p>\$129 USD Add To Cart</p>	<p>Adobe Value Suite Are you interested in dabbling in digital design and photo editing? This discounted group of courses teaches you the basics of Adobe's powerful image and graphic design software. Learn More>></p>	<p>\$299 USD Save \$46 USD Add To Cart</p>	<p>QuickBooks 2019 Series Small business owners should be using QuickBooks to manage invoices, pay bills, and track expenses. If you want to take control of your business's finances, this course will introduce you to QuickBooks 2019 and teach you the accounting software's more advanced features. Learn More>></p>	<p>\$199 USD Save \$59 USD Add To Cart</p>	<p>SQL Series SQL is one of the most requested skills from today's data-driven employers. Learn the coding language in these easy to follow online courses. Learn More>></p>	<p>\$199 USD Save \$31 USD Add To Cart</p>	<p>Workers' Compensation Gain essential skills and a solid understanding of one of the fastest-growing areas in law. Learn More>></p>	<p>\$115 USD Add To Cart</p>
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Employees have a wide choice of 6-week, 24 hour courses.

Your cost after applying WEDnet reimbursement = \$0 (FREE)*

* Assumes each eligible employee brings ~\$115 of \$600 Essential Skills training budget to offset invoice cost.

Contact Mike Salute at msalute@racc.edu or Allison Creveling at acreveling@racc.edu to learn more.

