

CORSINI
CONSULTING
GROUP, LLC

BUSINESS COACHING
& STRATEGIC PLANNING

Corsini Classroom

Volume 1, Issue 3

December 2009

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About Corsini Classroom

Corsini Classroom programs provide meaningful professional development programs for executives, salespeople and professionals.

We offer one-time and ongoing programs. Our **Rainmakers & Leaders Program** offer a twice a month 90-minute program focusing on public speaking, leadership and time management. Part of the program uses the

Toastmaster Int. model. The second portion of the program provides education on a variety of business-related topics and monthly, we have an outside business leader speak to the group.

We also offer annual conferences starting with our **New Year, New You, New Business Winter Conference** in January. In May, we have our **3rd Annual Summer**

Sales Conference. In October, we have our **2nd Annual Social Media Conference.** From time to time, we offer Executive Briefings starting with our **CEO's & Presidents Social Media Briefing.**

Please contact Marc Corsini at marc@corsini.com for more information.

Upcoming Meetings & Events

Upcoming Rainmakers & Leaders Meetings & Events:

Tuesday, December 8, 2009: Program Meetings.

Tuesday, December 22, 2009: Holiday-Themed Program.

Monday, January 11, 2010: TM Area 7 Evaluation Contest.

Tuesday, January 19, 2010: TM Division B Evaluation Contest.

Tuesday, February 2, 2010: TM The Division B (officers) Makeup Training at Protective Life in Birmingham.

Tuesday, March 9, 2010: Our International Speech Contest.

Future Corsini Classroom Events:

Wednesday, January 27, 2010: Winter Conference: New Year, New You, New Business!

Thursday, February 18, 2010: Executive Briefing: Social Media (for CEO's, Presidents only)

Thursday, May 27, 2010: 3rd Annual Summer Sales Conference.

Wednesday, October 27, 2010: 2nd Annual Social Media Conference.



CORSINI
CLASSROOM

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2009-2010
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Rainmakers & Leaders Program

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The Best of November

Rainmaker's Morning Pro-gram:

Best Speakers: Philip Currie & Tyler Miller.

Best Table Topics: Mike Baker & Joel Williams.

Best Evaluations: Mike Baker & Stuart Brock

Rainmaker's Lunchtime Pro-gram:

Best Speakers: McKenzie Golson.

Best Table Topics: McKenzie Golson & Hurston Raley

Best Evaluations: Marc Corsini

Corsini Speakers Bureau

As an outgrowth of our **Rainmakers & Leaders Program**, we now offer speakers to the business community, civic groups, associations, universities, etc. Our speakers are executives, rainmakers and professionals who offer tips and techniques on a variety of topics from sales, leadership and networking to religion and hunting. Most speakers speak at no charge to their audiences and presentations vary from 15 minutes to 1 hour. For more information or a list of available topics, information, contact Marc Corsini at (205) 879-0432 or marc@corsini.com.

Corsini's Rainmakers & Leaders Programs meets on the 2nd & 4th Tuesday of every month from 7:00 a.m. - 8:45 a.m. or/and 11:45 a.m. - 1:15 p.m. at Lakeshore Park Plaza 2204 Lakeshore Drive (west entrance on the right, 2nd Floor) Birmingham, AL 35209.

Quote of the Month

**"May you have the gladness of Christmas which is hope;
The spirit of Christmas which is peace;
The heart of Christmas which is love."
- Ada V. Hendricks**





Corsini Classroom Program provides meaningful professional development programs to executives, salespeople and professionals. Our goal is to provide one-on-one and on going sessions that help people do what they do better.

Corsini's Rainmakers Achievements

Most Competent Communication Series: Chris Eckroate.

Most Advanced Communication Series: Marc Corsini. He has completed 6 speeches/projects.

Competent Leadership Series. TBD

Member Spotlight

Meet Jacqui Hart! Jacqui is the Director of Design Operations at Goodwyn, Mills & Cawood. She was born in Tennessee, raised in Pensacola, Florida and has lived in Birmingham, AL for now 10 years. She is a graduate of Auburn University's School of Architecture. She recently

completed the design for a high tech Robotics facility in Decatur Alabama, slated to be a LEED project – aka. "green building." Construction slated to be complete in 2010. She is married to Jared and they have a 4 yr. old daughter and 2 yr. old son.



Tip of the Month—Improving Evaluations

By: Chris Eckroate

As we all know, evaluations are a critical component of our Toastmaster's education. Without accurate, specific, and honest feedback, we could be missing critical thoughts, opinions, and strategies we all could use to improve our speaking and leadership skills.

The evaluation should al-

ways be framed in a positive manner and without personal bias.

Always use the *sandwich technique* when offering an evaluation by starting and ending on a positive note, with a minimum of two *constructive* criticisms between.

We should always be striving for at least 2 minutes of thoughtful analysis of a

Speech. We should evaluate the speech versus the project objective and not just how eloquent or good a speaker is. This is where we should frame most of our criticisms.

Critical listening, making notes of what was good and bad during the speech and framing that in a positive way is the focus of evaluations.

New Member Spotlight

Meet Joel Williams! Joel is President of Williams Partnership: Architecture, Inc. He was born & raised in Anniston, AL where he devoted summers and holidays to learning the home building business and a love for craft and details with his father, a third generation home

builder. Joel studied Architecture at Auburn University where he met his wife and business partner, Melissa, also an architect. Joel & Melissa have practiced architecture in Birmingham for 13 years and formed Williams Partnership five years ago, with a

focus on partnering with impassioned owners to craft inspired residences and custom religious & commercial spaces. They have 2 daughters: 6 yr. old Audrey and 3 yr. old Claudia.



Rainmakers & Leaders Program Morning Roster

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