

Have You Been Zinked?



Do you want to win or not? Sarah's no-nonsense approach to business is "Doing the right thing for the right reason." Whether it's speaking on Leadership, Time Management, Discovering Excellence or Powerful Communication, Sarah's entertaining and engaging speaking style captures the listener's ear.

"By taking the lessons I learned the hard way, and combining that knowledge with observations of how successful people work as well as a tremendous amount of research, I'm able to provide a down-to-earth, practical presentation that not only makes sense, but makes sense to the listener."

"If a participant has to spend more time deciphering what I'm trying to say than understanding what I'm trying to say, then there's no way that learning can take place", says Zink. "I believe that everything is measurable, from time management to attitude. When participants understand that aspect of the learning process, then giving them actionable items makes sense."

Sarah's areas of expertise include Professional Communication, Understanding Behavior Styles, and Productivity.

Topics include:

- Discovering Excellence
- Powerful Communication
- Powerful Negotiation
- Phone & Email Etiquette
- Dress as If You Mean Business!
- Understanding Behavioral Styles in the Workplace
- Delegation - More than Just Telling People What to Do!
- Leadership is More than just Being in Charge!

The power of Sarah's trainings is that FOR NO ADDITIONAL charge, she will customize any training for the specific situation you face in your workplace. That means that you and your employees receive a training that is specific and meaningful, which is more likely to produce results.

Why Get Zinked?

What others say about Sarah:

Straightforward, Objective

Advice That Works: In a busy world, we don't have time to sugar-coat anything! Sarah is not going to insult your intelligence or waste your time beating around the bush, and as an outsider to your company, she can offer objective opinions and analysis. A favorite customer quote is: *"You tell me what you think, not just what I want to hear."*

Focused: There is no way to get around being focused if you want to succeed. But if you're an entrepreneur, to whom are you accountable? One client said it like this: *"As an entrepreneur I've found I'm constantly putting my resources into better ways to serve my clients which leaves me precious little time – and even less energy – for focusing on my business. Training with Sarah Zink means I concentrate on identifying my target market and then developing a cost-effective strategic plan for marketing and time management."*

Real-World Experience: Because Sarah is not a consultant.... She's a trainer! She's BEEN there. She IS there! She has over 25 years of work-related experience and has made a successful career using the techniques she's teaching. She provides practical business advice and marketing help based on real-world experience. One of her students said: *"Your trainings are based as much of the mistakes you have made as they are the successes you have. I feel like you know what I'm going through, so you understand my problems better."*

An Unlimited Source Of Ideas, Strategies and

Tactics: Sarah is a problem-solver. Her successes are built on finding innovative, creative, and affordable solutions to my client's problems. One participant said: *"You provide a safe way to brainstorm new ways to solve old problems... and when I bounce ideas off of you, they come back improved and enhanced."*



Affordable: Whether you are an entrepreneur, a small business, or a large corporation, Sarah's fee structure can be tailored to your needs. No matter if it's a one-hour lunch training, a 3-hour mini-session, or a full-day training, Sarah has tried to establish price points that are workable on almost any budget. A satisfied client once wrote to her and said: *"I've paid consultants five times as much and haven't gotten half the results you've helped me achieve."*

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