

DAPHNE L. VALCIN



CORPORATE TRAINER | EXECUTIVE COACH | KEYNOTE SPEAKER | CONSULTANT

Daphne Valcin Coaching: Helping mission-driven leaders build a firm foundation

DAPHNE VALCIN COACHING CONTACT INFORMATION

Daphne L. Valcin: Chief Executive Officer | Corporate Trainer | Executive Coach | Keynote Speaker | Consultant
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PREVIOUS SPEAKING TOPICS INCLUDE:

The 7 Levels of Energy Leadership: High-Impact Strategies That Every Leader and Team Member Can Utilize in the Midst of Both Challenges and Opportunities

- ✓ Understand the 7 types of responses to personal and professional challenges and opportunities that impact your ability to lead
- ✓ Gain practical strategies to persevere towards strategic goals, despite challenges or frustrations that might come up along the way
- ✓ Explore how your most prominent motivations for personal and professional success impact professional interactions and outcomes

The Ripple Effect: Cultivating a Work Culture of Impact, Influence, and Improved Customer Experience

- ✓ Through role play, writing, individual work, and team activities, learn the WAVES approach to growing your influence and impact through focusing on 1) Your **Why**, 2) Your **Actions**, 3) Your **Voice**/ Communication Style, 4) Your **Work Environment**, and 5) Your **Special Touch** when it comes to your role at work
- ✓ Gain insight on how to take your productivity and performance to the next level
- ✓ Explore your motivation and working style to create and maintain more open lines of communication towards a dynamic, high-performing team

1:1 CLIENT COMPANIES INCLUDE:



PARTIAL SPEAKING/TRAINING/CONSULTING CLIENT LIST:



Motivation, Action, and Perseverance: A RoadMAP Towards Greater Individual and Team Resilience and Results

- ✓ Participate in powerful exercises to identify your greatest motivations towards excellence at work
- ✓ Identify what are the most critical action steps you must take in your role on a daily and weekly basis to progress towards your professional and company goals after gaining clarity on your long-term vision
- ✓ Gain practical insights on how to persevere past personal and professional challenges for consistent high-quality results both personally and professionally

Next Level Networking and Public Speaking

- ✓ Participate in interactive exercises to discover and implement some of the most powerful tools for having difficult conversations at work
- ✓ Gain expertise associated with results-driven approaches to giving and receiving feedback as well as maintaining composure, in challenging conversations
- ✓ Attain high-impact strategies for maintaining composure before, during, and after more high-stakes conversations
- ✓ Learn how to ensure you're having the right conversations as soon as you can to create win-win relationships with colleagues and customers

Other popular topics:

- ✓ Navigating Different Personality Styles at Work,
- ✓ Having More Win-Win Professional Relationships at Work,
- ✓ Giving and Receiving Feedback,
- ✓ Effectively Having Difficult Conversations,
- ✓ Enhancing Customer Service through Emotional Intelligence Strategies,
- ✓ Re-Energizing and Equipping Your Team for Success, and
- ✓ Maximizing Daily Personal and Business Productivity and Engagement.

Daphne also facilitates:

DiSC Workshops and Assessment Distribution

EQI-2.0 Workshops and Assessment Distribution

The Five Behaviors Workshops and Assessment Distribution

Energy Leadership Workshops and Assessment Distribution

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YOUR FACILITATOR



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Daphne Valcin is a veteran group facilitator and has effectively facilitated keynote speaking engagements, workshops, or training sessions for groups ranging from small groups to groups as large as 6,000 for over 20 years. Daphne obtained national training and certification towards her mastery in motivational speaking and group facilitation and **has a passion for bringing groups together around goal attainment, team-building, and organizational development.**

Daphne's **degree in public relations from the University of Florida** and past roles as a **project manager, director, and public affairs manager** have allowed her to have a **deeper-level understanding of how to enhance personal and organizational culture and communication.** Her Master of Secondary Education degree from the University of Pennsylvania provides her with a **firm foundation for how to powerfully deliver insights that enlighten and empower individuals and groups** in a clear, interactive way to impact productivity, leadership, organizational culture, and achievement. For years during college and afterward, Daphne participated in various leadership training and development workshops, conferences, and retreats, where she gained priceless insights on **enhancing leadership, team-building, and shifting communication and organizational culture towards increased results and community-building.** She is certified in Energy Leadership, EQ-i 2.0, DiSC, and The Five Behaviors of a Cohesive Team and also facilitates sessions on internal and external customer service, resilience, and conflict resolution. **She also is a member of the National Speakers Association and is an ICF-certified coach.**

As a Master Certified Coach (MCC) through the International Coach Federation (ICF), Daphne holds the highest designation that the ICF gives to coaches--a designation that less than 5% of ICF-certified coaches have attained. Daphne's **Executive Coaching clients have represented Fortune 50 and Fortune 500 companies including UnitedHealthcare, Amazon, Lockheed Martin Corporation, VMWare, Caterpillar, UPS, and JPMorgan Chase & Co. along with leaders within organizations committed to social change including Higher Achievement, Boys & Girls Clubs of America, and KIPP Public Charter Schools.** Executive coaching clients have experienced results including increasing productivity, decreasing work conflict, clarifying how to balance strategic priorities, and impacting their workplace culture and systems.

Daphne has had multiple startup business clients 10x their monthly revenues, supporting them to meet or surpass their revenue goals; increase their productivity through a focus on sales, marketing, and systems coaching and consulting; and enhance their business success mindset.

CURRENT OR PREVIOUS AFFILIATIONS INCLUDE:



PARTIAL CLIENT LIST FOR EXECUTIVE COACHING AND TRAINING:



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DAPHNE VALCIN COACHING, INC. ADDITIONAL CAPABILITIES

Other Ways We Work With Clients

- Training Programs Using Innovative Facilitation and Learning Methods - virtual and in-person
- Post-Training Self-Paced Programs
- Executive Retreat Facilitation
- Team Retreat Facilitation
- Program Development
- Executive Coaching
- Staff and Leadership Emotional Intelligence, Energy Leadership, Korn Ferry Leadership Architect, and DiSC Assessments
- Consulting
- Employee Kickoff Sessions
- Keynotes
- Train the Trainer
- Fireside Chat Sessions

Areas of Core Expertise

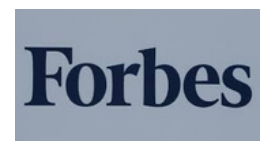
- **Creating and Implementing Talent Development Programs**
 - Assessments & 360 Feedback
 - Diverse Talent Development
 - Rising Talent Development
 - Leadership Development
 - Kickoff and Team or Leadership Retreat Facilitation
- **Coaching**
 - Coaching for Middle Managers
 - Coaching for New Leaders
 - Executive Coaching
- **Effective Communication & Collaboration Training**
 - Reducing Conflict
 - Providing Feedback
 - DiSC or Emotional Intelligence Assessments and Training
 - Increasing Employee Engagement & Resilience

Representative Industry Experience

- Advertising
- Associations
- Consulting
- Financial Services
- Healthcare
- Higher Education
- Informational Technology
- Legal Services
- Manufacturing
- Media and Entertainment
- Nonprofits
- Oil and Gas
- Professional Services
- Public Sector
- Supply Chain
- Telecommunications



AS FEATURED ON:



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TESTIMONIALS

Daphne is fantastic at working within a group setting - somehow, she made it feel like she was speaking one-on-one with you instead of to 20 people!

One of the things I also appreciated was that Daphne has the ability to break down complex subject matter and explain it in simple terms. I never felt lost and certainly felt comfortable asking questions! Plus she's got a very joyful, upbeat personality, so, the training was a lot of fun. I plan on attending other training events she hosts in the future and I highly recommend her services.

- Chief Executive Officer, Health and Wellness Sector

As a speaker, Daphne engages the crowd in a way that leaves the audience hanging on to every word. Daphne's spirit and energy are unparalleled.

I will follow her to the end of the earth because I know that anything that she is a part of will be phenomenal.

When she puts her mind to something, consider it done.

- National Learning and Development Director, Media Sector

Daphne's content is engaging and she encourages a bias for action that is often absent in facilitated sessions or educational/motivational content. I felt compelled to put into practice her tried and true techniques for self-discovery, focus, and follow-through.

In just a few short weeks I have refined my professional brand and elicited immediate feedback from the community I'd like to engage as I grow my reach in tech. Daphne would be an invaluable asset to any organization or individual looking to level up.

- Tech Sector Director, Tech Sector

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