

# Just get Serious<sup>®</sup>



**Donna Satchell**  
Professional Speaker  
Success Skills Trainer  
Author

## A Training Program Designed To Get Results

### **Concept**

This program creates maximum success in your workplace through training in the five essential areas needed by all employees, from support staff to top management.

### **Instruction & Facilitation**

Time-tested concepts are used, along with the presenter's insights and ideas. Creative activities, individual exercises, humorous animations, contests and prizes are utilized to create engaging learning experiences. All sessions are customized to meet client's needs.

### **Motivation & Retention**

Participants are encouraged to use applicable concepts in all aspects of their lives therefore increasing motivation and retention.

### **Reinforcement & Follow-Up**

Review and Q&A segments throughout the training sessions provide the repetition to reinforce learning and create habits for success.

## The Five Essential Areas of Training

### **Customer Service**

Participants learn to provide extraordinary and rewarding customer experiences that increase the bottom line. Serving and appreciating customers is everyone's responsibility.

### **Teamwork**

Participants learn to work together as a team with respect, responsibility, accountability, integrity, determination and focus on a common mission and goals.

### **Communication Skills**

Participants learn to listen, speak, resolve conflicts, identify their behavioral style and adjust to the style of others to become effective communicators.

### **Time Management**

Participants learn to maximize their time and productivity, by planning, prioritizing, being organized and assertive as well as doing the right things at the right time.

### **Presentation Skills**

Participants learn to control nervousness, engage audiences, be more confident and effective when presenting through proper preparation, practice and delivery.

Offered as a complete success series or as individual sessions to meet specific needs.

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Informative  
Insightful  
Inspiring

### **Just Get Serious About Success™**

In this speech, Donna reveals how individuals can achieve greater success in their personal and professional lives. It includes evaluating yourself; discovering your talents; setting and achieving goals; eliminating negative habits and more.

### **Life Lessons Learned In Corporate America**

Donna shares with audiences, lessons she learned during her 20+ years working in corporate America and how they can use them to be more successful.

### **It's All About Connecting**

During this speech Donna provides ideas about building positive friendships and professional relationships and dismantling or limiting those that are negative or passive. Donna helps audiences understand the value of networking and netweaving.

### **Dating, Mating & the Media (New)**

Donna enlightens audiences with insights on how the media and marketing impacts relationship expectations and behaviors. She shares how they can adjust their thinking and actions to be more in line with their needs and values so they have more fulfilling relationships.

Additional speeches can be created to reflect the theme of a meeting or conference by the title, topic, and content presented. They have been developed for and presented at retreats, conventions, membership drives and fund-raisers.

## **About Donna ...**

She is the 2008 - 2009 winner of The Best Motivational Speaker in 5 Minutes or Less sponsored by The Twinkie Awards, which honors small business creativity and excellence.

Passionate about helping people be more successful, Donna is the co-founder of Women Aspiring Together To Succeed (WATTS). Founded in 2000, WATTS continues to inspire, motivate, and empower its members through her presentations, and her leadership.

Donna is a member of the National Speakers Association (NSA) and is the past recipient of the NSA Georgia Chapter's Spirit Award for her outstanding commitment and contributions.

Prior to her business, Donna worked at Clairol Inc. for over 15 years. Because of her decision to "just get serious" about continuing her education and excelling at her work, she was the first administrative assistant promoted into a management level marketing position at the company.

Her continued "get serious" attitude led to other promotions, various awards, recognition as one of the company's experts on field-based analysis and her last position of Category Development Manager.

In 2002 Donna left Clairol to pursue her desire to help businesses develop their employees and help people become more successful. Her clients have included City of Atlanta, Coca-Cola Company, Centers for Disease Control and many others.

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## Partial Client List

### Corporate, Governmental & Educational

City of Atlanta  
G. E. Financial  
Ryla Teleservices  
S-One Enterprises  
Fred Pryor Seminars  
Coca-Cola Company  
Georgia Perimeter College  
Centers for Disease Control  
Georgia Department of Labor  
DeKalb County School System  
Georgia Department of Tourism  
U.S. Small Business Administration  
Int'l Association of Admin. Professionals

### Women Organizations & Events

Dress For Success  
Hope of Life Women's Group  
SCORE Conference For Women  
Women of Power, Passion & Purpose  
American Business Women's Association  
Georgia Women's Entrepreneurial Network  
Women's Economic Self-Sufficiency Project  
Clemson University's Conference For Women  
The Coca-Cola Women's Leadership Conference

"Your tremendous talent, energy, commitment, and passion make you an exceptional speaker and trainer! I would recommend you to any organization looking to motivate and train people for serious results."

**Les Brown, International Motivational Speaker  
Radio Host and Best-Selling Author**

"Donna is the best trainer I have worked with ...an excellent presenter, knowledgeable, enthusiastic, and creative. I would recommend her to companies looking for top-notch results."

**Hyacinth Bryant, Sr. Human Resources Manager,  
City of Atlanta**

"I heard you speak twice. Each time I left energized and excited. On both occasions I used the ideas you presented and achieved huge successes because of them."

**Kelli Bateman, Supplier Quality Systems,  
The Coca-Cola Company**

"Highly motivating, very informative, personable and excellent speaker ... we need more instructors and presenters like Donna Satchell."

**Gloria J. Baptist, Education Program Specialist,  
Centers for Disease Control (CDC)**

"You made the customer service classes fun and interesting. I would recommend your services to my associates ..."

**Hilda Seymore, Operations Manager  
Georgia Department of Tourism**

"You did it again ... masterful ...GE has found the right speaker to meet many of our needs."

**Michael Peacock, Manager - Communications  
G.E. Financial**

"Just wanted to tell you how inspiring your presentation was last evening. I came to work feeling like I can begin again!"

**Barbara Sutton, CPS, Executive Assistant**

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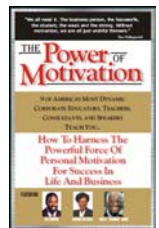
## [The Power of Motivation](#)

**\$19.95**

What does it really mean to be motivated? What is the difference between real, action-oriented motivation and empty emotionalism? Those are just two of the issues addressed in this powerful collection of insights by nine of America's experts on motivation. Use their tips, tools and techniques to get and stay motivated so you can achieve greater success.

"I read The Power of Motivation and it is awesome. Everything in your chapter pertains to me and what I was going through. It is one of the best purchases I ever made!"

*Bonnie Mechelle, Nutrition & Fitness Specialist*

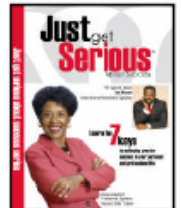


## [The Success Formula](#)

**With Special Guest, Les Brown**

**CD \$19.95**

On this CD Donna Satchell and Les Brown, the world-renowned Motivational Speaker and Author talk about one of her most requested programs, Just Get Serious® About Success. Learn the seven keys to achieving greater success in your life. Areas they discuss include: changing limiting thoughts and habits, making conscious choices, understanding how people affect your success, setting goals and being committed to achieve them.



## [303 Solutions for Accomplishing More in Less Time](#)

**\$14.95**

What do people do when they have more to accomplish than the time in which to get it all done? Some people freeze. Some people hide. Some people procrastinate. Readers of this book will find out what high achievers do every day to get the right things done within the right time. They will feel their "can do" confidence soar as they put to use the tips, shortcuts and strategies shared by respected consultants, speakers and trainers.



## [303 Solutions for Dropping Stress and Finding Balance](#)

**\$14.95**

People's lives fall out of balance and get stressful when they can't do the things they want to do in order to be successful. How can they get back on track? Respected trainers and speakers share their insight, wit and wisdom on the topic in this book. Readers will discover ideas they can put to work today to help them recover balance in their lives so they can live with less stress.



## [303 Solutions for Communicating Effectively & Getting Results](#)

**\$14.95**

Take your communication skills to a higher level and reap huge rewards. Be better heard, understood and respected. Your ability to express yourself well, in both one-on-one and group situations, is your number one skill for improving the quality of your life and increasing your success. Readers of this book will learn how to communicate more clearly, confidently and credibly.

