



St. Louis Chapter of ARMA International presents

The Value of Listening to Understand Versus Listening to Respond

Dennis Klemp, Outsell Consulting



Dennis has been coaching and training leadership individuals, teams, and organizations to higher levels of performance for over 30 years. Through his keynote addresses, facilitation and coaching, Dennis is able to elicit cultural change by transferring his skills and winning attitude to executives, managers and sales professionals. He is also an excellent writer and develops customized

performance improvement projects and authors articles for periodicals. Dennis has also developed an expertise in "business to business" and direct sales arenas and has consulted for a wide range of clients including Jordan Lawrence, Anthem Blue Cross, Ameren Missouri, Charter Communications, American Modern Insurance Group, Rewards Network and the University of Phoenix. Aside from his executive coaching skills, clients appreciate Dennis' tenacity, high energy, interpersonal skills and his ability to develop rapport and relationships quickly in client organizations.

PLACE:

Husch Blackwell LLP
190 Carondelet Plz.,
Ste. 600
Clayton, MO 63105

DATE: 12/14/2017

TIME: 2:30—5 p.m.

PRICE:

\$20 Professional
Member

\$25 Friend of ARMA



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Our community service project this year will benefit Ronald McDonald House. Lauren St. John will be with us to talk about Ronald McDonald House and how our donations will help.

NOTE: If you cannot make the program, you can substitute someone in your place (price will vary). Otherwise, please give cancellation notice by Tuesday, December 12, or you will be invoiced for the cost of the meeting.

Thank you to all our sponsors for their continued support!

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