

BRANDON PARTNERS

Corporate Training in Organizational and Political Savvy

Consultant Bio

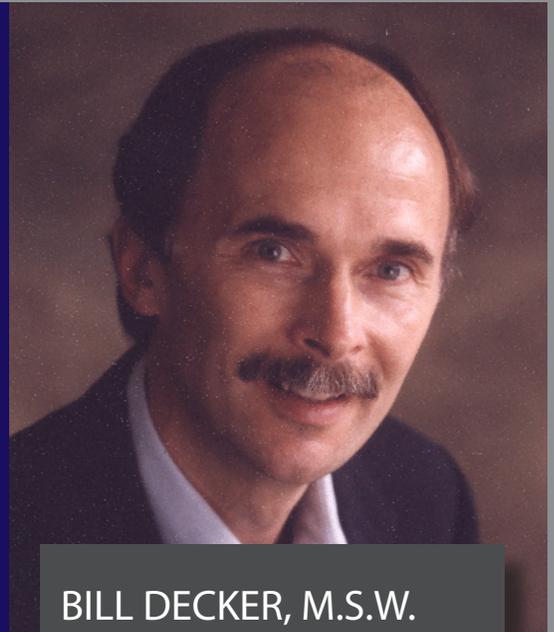
Bill Decker has supported the professional development of personnel at a wide variety of Fortune 500 companies. These include Kraft Foods, GE Capital Companies, Ameritech/SBC, Household Financial Services, Phillips' Petroleum Company, Citigroup, Apple Computers, Zurich-American Insurance, AT&T Wireless, Helene Curtis, Lucent Technologies and United Airlines.

In training sessions Bill focuses on using adult education principles so participants are fully engaged in their learning. His primary focus has always been the person-to-person skills needed at every level of an organization whether it's Customer Service, Sales, Team Leadership, Management or Executive Leadership. This has included Leadership Skills, Effective Selling, Customer Focused Service, Presentation Skills, Training Mastery, Performance Feedback, Organizational Savvy, and Coaching as well as various trainings specific to individual companies.

As a coach Bill is known for his ability to help a person define their goals then set and maintain a course to get there. His empathic approach establishes a sense of rapport that becomes the foundation for him to encourage and challenge a person to undertake new behaviors. He then supports and celebrates repeated small successes until a new behavior is firmly in place.

Before Bill began working exclusively with business professionals he had owned and operated several gift stores that sold a line of products he and a partner had designed. By the time he sold out to his partner their manufacturing plant was running 24/7 and their products were sold from coast to coast.

Bill earned his B.A. in Intergroup Relations from Michigan State University and an M.S.W. in Interpersonal Relationships from The University of Michigan. He and his spouse, Denise Tracy live with their young son in Elgin, Illinois. Their two adult daughters are out creating lives on their own. Some of his favorite activities include walking on warm sunny beaches, swimming, traveling, tai chi, reading and the occasional rock and roll concert.



BILL DECKER, M.S.W.

A passion is to support people who are already successful to achieve even greater success.

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My goal is always to encourage people to appreciate the skills and talents they already own as well as to non-defensively acknowledge their skill deficits or attitudinal blocks. Once these challenges are named a first step has already been taken to start building in the skills and attitudes needed to move forward to greater creativity, achievement, productivity and success.

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