



About Eric

Eric Papp is often quoted by the N.Y Times, USA Today, Dallas Morning News, and many other publications. He has delivered more than two hundred professional presentations to corporate and private clients.

His partial client list:

- NACE-National Conference
- Million Dollar Round Table
- Lockheed Martin
- Bridgestone Firestone
- Pet Supermarket
- Sara Lee
- National Speakers Association
- Homeland Security
- United Blood Services

Eric has worked with the nation's largest seminar company and was consistently in the top 5% for client satisfaction. He received his B.A. at



In addition to training and consulting, Eric has written a book "Leading the Entitlement Generation" and produced a DVD program titled, "4 Generations Under 1 Roof."

Eric does his programs in a keynote, breakout session, or training and all are customized for each audience.

Leadership for Any Position



Overview:

Leadership is a choice not a position. You will learn that no matter what your title is you are a person of influence and can lead. Effective leaders have a shared vision and everyone is working towards the same objective.

Influence

- Understand you are a person of influence and how to expand it
- 6 principles of influence
- The main practices of extraordinary leaders in everyday positions

Vision and Mission

- Building a shared vision
- Connecting your mission with your job
- Crafting a vision of the leader you would like to become

Leadership Style

- Understand the four main types of personalities
- Understand how to communicate and work with each personality



Leading the “Entitlement Generation”

Overview:

Generation Y (age 16-28) has arrived and they are bringing with them their attitude and mindset into the workforce and marketplace. Eric offers concrete suggestions and exercises designed to show how your organization can better deal with these emerging leaders of the next generation.

Understand the Mindset of this “Entitled Generation”

- The mindset of a Generation Y employee
- How to connect your message with Gen Y so they care
- How Generation Y will make the workforce/marketplace better

Attracting, Retaining, and Managing Gen Y...Oh My!

- Why coaching is important with Gen Y
- Training/Mentoring a Gen Y employee
- Ways to boost your company brand with Gen Y
- Understand the 4 Generations at Work

Effective Communication



Overview:

Eric will show you how to communicate your message so others understand and respond to it. You will also learn the skills it takes to be a great listener and why most problems at work are caused by a lack of communication. Eric also provides strategies for dealing with difficult conversations.

Speaking and Presenting Skills

- How you can develop a model that will outline any speech
- How to deal with a difficult conversation
- How to create rapport and build trust with whom you're talking

Effective Meetings

- Ways to have your meetings more productive and focused
- How to get people to buy into your meeting

Listening

- How to listen with importance and increase short term memory
- Discover ways of developing your listening muscles

Increasing Productivity & Performance



Overview:

Activity is not the same as Productivity. Eric will show you how to gain control and focus of your workday. You will also learn to set realistic expectations and why a to-do list doesn't work. Eric will show you the techniques used in keeping interruptions at a minimum.

Setting Realistic Expectations

- Understanding the 80/20 rule
- Why "To Do" lists don't work
- Having focus and discipline in your day

Organization and Planning for Productivity

- Handling interruptions
- Managing your email
- Identifying the "drivers" in projects

Building a Team (high trust) Environment



Overview:

Business today is only getting more competitive. What is your edge over your competition? Create a Team Environment and build trust within your organization. Eric will show you how to build a team that gets results.

Building a Team

- What it takes to form a team and build trust
- Why healthy discourse is good
- Measuring results

Creating a Motivating Team Environment

- Discover what a high trust environment looks like
- Ways to reward/recognize your employees
- Build the team everyone wants to join

Dealing with Team Problems

- A formula for dealing with discipline problems
- Giving proper feedback and coaching

Speed Reading



Overview:

Your reading list is only getting longer and time is becoming more valuable. Learn the skill that few acquire. Discover how to be a speed reader and get through your reading in half the time while increasing your retention.

Speed Reading

- Why we read slowly
- Why reading with your hand is important
- Exercises to increase your speed
- Eliminate sub vocalization
- Increase comprehension when reading with a purpose
- How to calculate your words per minute
- What to feed your brain to perform optimally



February 26, 2009

Eric, in addition to being thoroughly knowledgeable on the subject matter, was passionate and entertaining in his presentation of the material. He conducted an interactive workshop that kept our group of 20 individuals engaged throughout the day.

It has now been over a week since our on-site training and I've noticed the individuals who attended using many of the organizational tools Eric presented at the seminar. On a personal level, I have incorporated many of the methods into my day and have found them extremely valuable.

I highly recommend Mr. Papp as a trainer. His presentation style and grasp of the subject matter contributed to the best seminar we've held.

Carol Fisher

Carol Fisher
Executive Assistant
Pet Supermarket, Inc.



July 2, 2007

Mr. Eric M. Papp
Speaker & Consultant
P.O. Box 1802
Mango, FL 33550

Dear Eric,

On behalf of the USMA please accept our thanks for presenting a workshop on the topic of public speaking at our recent conference. We conduct session surveys throughout the conference. The responses were very favorable - here is a sample of the comments we received from your presentation:

- Covered a lot of material in a short time in a very effective manner - a beneficial and efficient use of time!
- Excellent, easy to understand information
- Best session in the conference providing tips I can take back to work and use
- Good interactive session
- Excellent topic and material

Personally I felt that you provided our members with an excellent opportunity to improve their presentation skills. Your session was considered one of the best for delivering easy to implement ideas for performing more effectively in day-to-day business. I also found your observations and presentation style made the session highly memorable.

Thanks for being so easy to work with.

Sincerely,

Philip W. Arbuckle,
USMA Conference Manager

MeetingTrack Inc, P.O. Box 2932, Olathe, KS 66063 USA
www.meetingtrack.com

INTERNATIONAL CONFERENCE MANAGEMENT & EVENT PLANNING SERVICES



August 27, 2009

To Whom It May Concern:

It is with great pleasure that I recommend Mr. Eric Papp as a training facilitator for your organization's training needs. As a coordinator of training seminars representing the Office of Human Resources, for Mississippi Valley State University, I have come in contact with numerous presenters. It was very refreshing to witness such a unique and practical approach of communicating and interacting with seminar participants, as that of the style displayed by Eric.

He was very knowledgeable about the topic of discussion and used humor tactics to maintain the participant's attention. He not only acted as an instructor, but he also created a non-intimidating environment by allowing the participants to interact with him. Particularly impressive, was his ability to memorize the names of all the participants with only one introduction. This made his seminar presentation much more memorable than all the rest.

If I can be of further assistance to you, please don't hesitate to contact me at (662)254-3531 or by email: tlverdell@mvsu.edu.

Sincerely,

Tamara L. Verdell
Human Resources

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*Eric Papp
Guest Speaker at NACE National Convention
Charlotte, NC*

Eric,

I wanted to drop you a note to tell you what a great guest speaker you were and how much I enjoyed your presentation.

I haven't gotten you out of my mind and the importance of the information that you delivered. It has changed my entire thinking with my son, and has had such a positive response in my professional life!!!

Everyone in NACE must hear your message. Thank you so much."

Warmest Regards,

Bonnie Fimiano

NACE Chapter President South Florida

Morrison Homes
12802 Tampa Oaks Blvd., Ste 225
Temple Terrace, FL 33637

Morrison Homes

April 17, 2006

Mr. Eric Papp
P.O Box 1802
Mango, FL 33550

Dear Eric:

Thank you so much for providing us with new and exciting training sessions. Who knew that your presentation to our corporate sales force would turn into us having you back on a continual basis? Your programs are always valuable and stimulating to our participants. Every time I would put on a realtor workshop and have you, as the speaker people would always tell me how much they benefited from your material.

Again thank you for your valuable workshops and I continue to look forward to working with you on new projects.

Thanks for all your work,
Signature
MaryAnn Givens

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September 8, 2009

Eric M. Papp
1242 Kingsway Road
Suite #57
Brandon, FL
33510

Dear Eric,

Thank you, Eric for speaking at MDRT. You provided our members with great insight into your generation and how to sell our services to them. This is an untapped market for a lot of our members.

I would highly recommend Eric Papp for your speaker on understanding and maximizing Generation Y.

Best wishes,

A handwritten signature in blue ink that reads "Heather Courneya".

Heather M. Courneya, CFP, CLU, ChFC, RHU
Focus Session Captain
Million Dollar Round Table

HMC:jsc