

IMS: Integrated Management & Sales Consulting is an organization that concentrates on coaching CEO's and employees alike to increase both personal business skills and focus companies on the path to success.

Customized Training

At IMS we realize that every company and every situation is different; that is why we offer customized training to ensure that each company can meet its specific needs. IMS offers simple strategic solutions that make the information easy to learn. In some cases, IMS finds that several techniques are needed to get the best results. During her time working with *Transfinder Software*, Ms. Horan integrated employee training, public relations and executive coaching, increasing client number from 200 to 700 in just 5 years.

Keynote

Denise Horan has many successful years of experience in the field and is now willing to share what she has learned with new up and comers. Her experienced background combined with her superior ability to motivate employees is sure to inspire your workforce to perform above expectations. Motivational topics, goal setting and "Branding You" are all topics that inspire and provoke the inner self.

Motivational Speaking

Denise Horan, Founder and Principal of IMS, is an accomplished motivational speaker and has delivered speeches focusing on self-development and career motivation. When working with two separate Real Estate firms, Horan was able to inspire employees to bring about a remarkable sales growth in a slumping market.



About Denise Horan

At IMS, Ms. Horan develops innovative solutions, to help organizations increase revenues, find new marketing opportunities and develop effective sales and management leaders. Some of her current clients include *Aflac*, *Time Warner* and *Harvard Clinical Research Institute*. Prior to starting IMS, Ms. Horan was Vice President of Sales and Marketing at Eastern Connection. Under her leadership, Eastern Connection generated unprecedented sales growth while reducing sales cost.

In addition to speaking engagements, Horan also offers training programs in:

- * Successful Sales Strategies
- * Leading and Managing for Success
- * Exceeding Your Customer's Expectations
- * Relationship Selling

Please feel free to visit our website at www.imsconsulting.net
For Entrepreneurial Assistance Program comments on Podcast, visit www.acchamber.org

INTEGRATED MANAGEMENT & SALES CONSULTING

12 Dawson Lane
Clifton Park, NY 12065
P: 518.877.0285
denise@imsconsulting.net