

Sharron Stockhausen, MMA, CPCM, CAP



Sharron Stockhausen, MMA, CPCM, CAP shares from her head and her heart. Her 26 years as a contract administrator for the U.S. Department of Defense, added to her dual career in education and publishing, combine for a unique blend of expertise in business and public service.

When you work with Sharron, what you see is what you get. No pretense, no gimmicks, no games. If you want content that's practical, useful, and gets results, you've found it with Sharron.

Award winning author, columnist, and publisher, Sharron Stockhausen, MMA, CPCM, CAP, owns Stockhausen Ink, is CEO of Expert Publishing, Inc., and is one of the founders of the Expert Speakers Group. Sharron holds a master's degree in management and administration, is a member of National Speakers Association, National Speakers Association/Minnesota, the International Federation of Speakers, and the International Speakers Network. She writes a weekly newspaper column and contributes monthly to Stressfree Living magazine.

Keynotes and Seminars

You Get What You Negotiate

Close more sales, get a better deal, create more satisfying relationships. All of these relate to good negotiation skills. Learn the four-step negotiation process, what works, and what mistakes you should never make.

Living Between Pushy and Pushover

We all live on the continuum between pushy and pushover. Learn to get in touch with your personal value system and apply it to both your personal and professional lives. Your success and satisfaction will multiply if you do.

Dealing with Difficult People

It's inevitable that you'll deal with someone difficult at some point. Learn to keep your power and self-respect, communicate what you need to say, avoid becoming defensive, and facilitate problem solving.

How to Make Things Happen

Personal success and job satisfaction depend on knowing what you want to accomplish, on your ability to collaborate with others, and on understanding what is really going on in your organization. Learn how to gain support for your proposal, deal with organizational politics and power, and increase your job performance and personal satisfaction at work.

Tips and Techniques for Stress Management

We put things off because we don't have time. Things pile up and we get stressed. Learn the consequences of stress, how to stop procrastination, how stress can benefit you, and techniques you can use right away to relieve stress.

Magnify Your Thinking and Achieve More

Success comes to those who think creatively to discover something new, better, different, or more. Learn how to access the creativity you already have, how to make your attitude your ally, and tips for turning ideas into results.

Do Your Communications Control, Connect, Clarify, or Confuse?

Communication is the essence of how work gets done. An unclear message can stop the flow of business. Learn how to select the appropriate communication channel; ways to develop positive, negative, and neutral messages; and how to inform or persuade effectively.

Mastering Persuasion and Influence

People say "yes" for a number of reasons. Discover how to get more "yes" and less "no." Learn the principles that frame beliefs, create attitudes, and move people to agreement, action, and results.

So, People Say You Should Write a Book

Everyone has a story. But is that enough to write a book? Learn the myths and the truths about becoming an author. Discover what book publishers already know. You'll be way ahead of the competition after this seminar.

WHAT OTHERS SAY:

Thank you for being the keynote speaker for the WCCA Fall Conference. Your enthusiasm was contagious and helped set the stage for the entire conference. The subject of "Dealing with Angry People" was very close to home, and your insight was helpful for improving our professionalism and sanity! I especially liked your personal stories and the humor you incorporated into your presentation.

—CeCe J. Tesky, Wisconsin County Code Administrators Program Chair

On behalf of the Saint Paul Convention and Visitors Bureau and everyone associated with the "Be a Saint Paul S.T.A.R." customer service training program, I want to thank you for helping us get the STAR NOVA Manager program off to a great start. It is outstanding presenters like you that make the STAR program a success.

—Tom Brock, Tourism Marketing Manager Saint Paul Convention and Visitors Bureau

Thank you once again, Sharron, for your great presentation of "You Get What You Negotiate." Just like the last one, it was a home run with our employees. I think people appreciate your detailed handouts. Your personal stories that you weave in throughout is certainly a value added as well.

—Jamie Langlois Nelson, 3M

Thank you for presenting "Living Between Pushy and Pushover" at the Women's Expo. It was a big hit! I'm sure you know that by the crowds surrounding you after your talk. It was a tremendous asset to have you talk to women about something important to their development in career and social situations.

—Betty Witte, Women's Expo, Expositions, Inc.

Partial Client List

Business

3M
Honeywell, Inc.
Sylvestre Construction

Associations

National Contract Management Association
Minnesota Social Services Association
Midwest Independent Publishers Association

Health Care

Allina Health Systems
VA Medical Center
Cancer Resource Center

Government

U.S. Department of Defense
Wisconsin County Code Administrators
Anoka (MN) County

Education

University of St. Thomas
Metropolitan State University
Wisconsin Indianhead Technical College

Financial Services

Combined Financial Group (CFG)
Knutson Mortgage Corporation
Consumer Credit Counseling Services

Other

Saint Paul Convention and Visitors Bureau
Expositions, Inc.
Headstart Program

Seven Reasons You Need Sharron for Your Next Meeting

1. She's a proven speaker who began sharing information with audiences in 1976.
2. She's high content and practical, and brings great stories and humor to every presentation.
3. She brings experience ranging from big government to small business to every presentation.
4. She's been a college educator since 1994, including graduate level, so understands the importance of solid research.
5. She's a successful business woman.
6. She gives you what you need to achieve results when you actually do what she says.
7. She wants your meeting to be a success as much as you do.

CONTACT INFORMATION



Sharron Stockhausen, MMA, CPCM, CAP

Stockhausen Ink

14314 Thrush Street NW • Andover, MN • 55304-3330

(763) 755-4966 voice • (877) 755-4966 toll free

(763) 757-8202 fax

Email: Sharron@stockink.com

Website: www.stockink.com

