

Brianna loves to share what she's learned over the years as a business owner, community advocate, mother, daughter, and wife.

*Author of [Start, Manage & Exit A Profitable Government Contracting Firm](#)*, Brianna is a sought after speaker on topics ranging from Life Balance, Leadership, Starting a Business, Networking, and Communication. Brianna is also the host on a [YouTube Channel where she interviews subject matter experts](#) on a variety of topics.

Some topics are best delivered as a Keynote, others as a workshop and some can be both. Every speaking engagement begins with a complimentary discussion so the program will directly and specifically impact your audience. Some prior topics are included below.

Why Brianna?

- *Real, honest speaking.* She speaks from the heart from her experiences and is not afraid to share mistakes and struggles... Your audience will relate and know they are learning from someone who feels their pain.
- *We promote your event through social media and our website.* Brianna has nearly 8,000 followers on her personal LinkedIn page alone but also regularly posts on Facebook, LinkedIn, and Instagram both personally and for her multiple businesses.
- *In the Trench Experience.* Your audience will learn what it's like to start, grow, and run a business while juggling a life just like theirs and not just learn textbook answers and theories.

Topics

### **Team Dynamics and Communication**

Why are different personalities and leadership styles important to a vibrant workplace? Your team will learn how to appreciate the things about their team members that previously drove them crazy and learn how to better communicate as a team. Each type of work style is an important cog in the workplace — for example, the over-thinker will balance the knee-jerk decision maker. Learning to appreciate and understand each other makes a stronger workplace and you will gain the tools to make that happen. ([Check out this webinar](#) with Charles County Economic Development where Brianna was a panelist on this topic – at 10:55 there is a comment about how to work with remote employees during COVID-19.)

### **Effective Networking: How to Get Value and Action from Your Conversations**

Learn concrete solutions to get the most from networking including how to mingle, when and how to leave a conversation, and how to leave with something of value that can help your career or business. The tools you learn will take the fear out of networking and even make it fun. Your audience will learn how networking has been the key to Brianna's success and how it can be yours too! This session works well right before a networking break where they can practice their newfound skills. ([Check out this webinar](#) with Charles County Economic Development where she was a panelist on this topic.)

### **Discipline, Affirmation & Tools**

Whether you are the CEO of a large corporation, a manager of a small team or a leader of a volunteer group, these three core elements ensure a successful outcome. Discipline – the rules of the road, Affirmation – the encouragement to continue on that road, and Tools – the processes, systems or actual tools to achieve the goals.

### **Delegation and Management**

Learn what makes a good manager, what you need to know about your employees to manage well, and how to discover it, and how to delegate well and assign tasks effectively to strengthen your team and cultivate employee success.

### **Time Management**

Did you know most American workers spend over 30 hours a week answering and reading emails? You will learn a step-by-step method to work through the noise of email as well as other ways to organize your business day so you leave the day feeling accomplished. Social media, tasks lists and prioritization will all be addressed and the audience will leave with actionable items they can put right to work!

### **PowerPoint Presentations that Aren't Boring**

We've all been there.... Wondering why you just wasted one more hour of your life listening to someone read boring bullets to you. Your audience will learn easy things they can do to make their presentations more dynamic, to the point and most of all.... effective without being boring!

### **Failure – First Attempt In Learning**

Failure should not only be accepted in your workplace but encouraged and celebrated. The fear of failure and potential repercussions can hinder taking risks and compromise innovation.

Learn about famous products and innovators and how they turned their failures into success. Learn how you can create a culture where staff own their mistakes, learn from them, and work with their team to create better processes and products.

### **Government Compliant Pricing**

Learn how to create government compliant pricing for government contracts. Learn about different type of contracts and the required pricing for each. We will discuss allowable costs, gifting rules, how to create budget pools, travel and Other Direct Costs, fee and profit, creating rates and an easy-to-use Rate Sheet for proposals, among many other topics. Hands-on worksheets are important aspect of this class so you aren't just learning concepts — you leave the class able to create your own pricing structure.0

### **Government Proposals 101**

Aaack! The Request for Proposal has been released and you have 30 days to respond to a daunting 200-page document. Every government proposal follows the same basic format. Learn what to read first, what to read last and what you don't need to read at all. In this class we look at an actual RFP and then work step by step through a proposal that was submitted in response to it including the compliance matrix, PowerPoint deck for an oral response, written proposal, costing, cover letter and cost narrative.

### **Constructive Criticism**

Criticism is a gift that is not often given and when it is given, it is often not received well because of how it is delivered. Learn about the S.P.O.R.T. method of giving constructive criticism so the receiver is receptive to your message and you get the results you need.

### **Employee Evaluations with Impact and Results**

Did you know that 50% of millennials respond to their performance review by looking for another job? It's not just millennials – most employees walk out of their performance review not even sure if they are doing a good job or not. That is NOT the goal of the review! Learn specific tips to ensure your staff walk out of their review with a clear path of achieving new goals, feeling challenged (in a good way!), and excited about their prospects with your company.

### **Additional Topics that Can Be Incorporated Into Any Class**

- **Embracing the Pause Creates Innovation and Creativity**
- **Storyboards with Core Values Keep you on Track and Helps you Make Decisions**

- **Love Yourself with ALL your experiences – good and bad**
- **Explore where you land and be brave enough to push off the wrong shore**
- **Eat an Elephant one Bite at a Time**
- **Verbalizing Dreams to make them Come True**
- **You Only Get What You Ask For**

Tuesday Sunrise Chats – Business tidbits, stories and reflections every Tuesday morning while we watch the sunrise together.

Bad A\$\$ Business Woman Summit 2020– 5 Tips to Get Done with Less Stress

Interviews with Subject Matter Experts – Interviews with a variety of subject matter experts ranging from business to parenting to wellness to sex.

Christopher Kai interviews Brianna on networking, taking chances and taking time to reflect via retreats.

Profiles in Success writeup about the Grilled Cheese Theory... consider every single person you meet as a potential client, customer, or contact, treating them with the utmost respect. You never know what a person's past holds, and you never know what the future might hold for you together.

Online Team Building & Communication: A webinar hosted by the Charles County Economic Development Department and the Charles County Chamber of Commerce featuring Brianna Bowling.

Effective Online Marketing: A webinar hosted by the Charles County Economic Development Department and the Charles County Chamber of Commerce featuring Brianna Bowling.