

We hope you'll enjoy this edition of Changing Times, featuring Dave Bilbrey and "The 2009 Success Express." "Open Space Technology" is highlighted in our second story as a new way (only twenty years old) of running better meetings; a key business advantage for those using it. And a link to Grant Mobeille speaking on The Triangle of Change, is included in our third article.

Always interested in your feedback, we encourage you to write back, and let us know what you think - either through this venue or via www.emmapublications.com.

Always remember, "To Improve, You Must Change."



Transforming Lives
Open Space Technology
Book your next change

April 30, 2009

Changing Times

Feature Story

DAVE BILBREY and
"The 2009 Success Express"



Transforming Lives

True Story - Making Change Matter

After spending just ninety minutes with Dave Bilbrey, I felt good again about Michigan's chances for an economic recovery.

The logo on Dave's business card is a wrench with a dollar sign through it, stating with conviction that he is "The Sales Mechanic." Formally a trainer, a consultant, and a coach, his upbeat persona and active calendar confirm that he is doing all that, and more.

Mr. Bilbrey is changing the state of local businesses as conductor of "The 2009 Success Express" and through a series of presentations including "How to Sell Ice to Eskimos," and "The Success Express Getting on Track Now."

A winner of the prestigious Technology Pacesetter award four years in a row, at sixty-two years young, Dave uses the latest technologies of

blogging and voice recognition software to continue advancing his profession. His new book *How to Build an Award Winning Sales Staff* (due for release this winter) is being written using voice-to-text translations from Naturally Speaking and Dragon. And his regular, well-written, very informative blogs carry Google ads and rss feeds he created himself (judge for yourself at www.bilbreyonselling.blogspot.com).

In addition to advancing the areas manufacturing sector through his renowned sales experience, Mr Bilbrey extends his expertise to many of Michigan's growth initiatives including [Wayne State University's Tech Town](#), Ann Arbor Spark's Entrepreneur's Boot Camp, and the budding [Business Improvement Initiative](#) . Dave also works closely with the Macomb County Planning and Economic Development team and the University of Michigan's Business: [Surviving to Thriving program](#).

With today's news headlines and the continuing downward trend of the nations' manufacturing businesses, it's often difficult to be inspired about the economy. One way to turn that around is by spending some time with Dave Bilbrey.

For an uplifting, opportunistic message about improving through positive and proactive change, go to www.davebilbrey.com or contact Mr. Bilbrey at dave@davebilbrey.com.

Editors note: If you've been part of a great change-related story and would like it considered for a future edition of [Changing Times](#), write and tell us about it at info@emmapublications.com

Open Space Technology

When you read my new book *Changing Times*, you'll learn that running great meetings is one way to create significant change in your business. So when I met up with my old friend Tom Swigart for coffee last week and he told me about this innovative way of running effective meetings, I couldn't wait to learn more.

Researching "Open Space Technology" brought me to www.openspaceworld.org. The concepts are totally counterintuitive (at least to me), yet have been in practice, and highly proclaimed for over twenty years. You'll see from their website that open space technology is advertised as "a simple way to run productive meetings, with five to 2000+ people, and a powerful way to lead any kind of organization, in everyday practice and ongoing change." Wow!

There is an extensive list of testimonials and a client list that spans the world, literally, including stories from members mapped onto an atlas (see www.openspaceworldmap.org).

Clicking through the relevant sites, I found books including *The Change Handbook: The definitive resource on today's best methods for engaging whole systems*, and events: local, regional and international, including the 17th annual [World OSonOS](#) (Open Space on Open Space) meeting this October in Taipei, Taiwan.

I'm not convinced that the concept would work here in the automotive and manufacturing capitol of the world, but I am convinced, after seeing some clips of the Detroit City Council running its meetings, and given the turbulent times the Motor City is experiencing right now, that trying it certainly wouldn't hurt.



So if you're a willing risk taker interested in improving your business by running better meetings, contact Tom Swigart at tfswigart@gmail.com, and let me know what you think.

All the best to you in all your change-related endeavors.

Book your next change

Changing Times: Transform your life in 4 easy steps using the Triangle of Change

Listen to [author Grant Mobeille](#), discuss the Triangle of Change during a recent television interview promoting this new book.

Changing Times is a short, simple tutorial written to help individuals and small businesses improve by using change as a strong ally.

Workforms and illustrations are used throughout this handy reference, stepping readers through the Triangle of Change techniques, proven to make change that works.

[Order your copy today](#) via Amazon.com.




Learn more through www.revmichigan.com, www.change2succeed.com, or direct via EMMA Publications at www.emmapublications.com. You can also contact us directly at info@emmapublications.com.

All the best in all your change-related endeavors!

This message was sent from EMMA Publications to info@emmapublications.com. It was sent from: Greg Bernabei, PO Box 654, Northville, Michigan 48168. You can modify/update your subscription via the link below.



 [Manage your subscription](#)  **FORWARD TO A FRIEND**

View this message in the iContact Community:  [View message](#)  [Comment on this message](#)  [Receive as RSS](#)

Share this message with others:  [del.icio.us](#)  [Digg](#)  [reddit](#)  [Facebook](#)  [StumbleUpon](#)