



# Customer Service Development Program 2023

What's holding your team back from delivering consistent five-star service? MRC's comprehensive Customer Service development program enables service providers to understand customers' wants and needs to turn ordinary interactions into extraordinary experiences. By reframing their thinking from task to opportunity and defining a comprehensive list of "non-negotiable" behaviors, they will be better equipped to make a powerful impact on service culture. Through examining high-quality service standards and best practices of industry leaders, they also gain proficiency in how to differentiate their brand and turn service failures into experiences that build trust and loyalty.

## Course Highlights



- Mapping the Customer Experience
- Defining a Service Culture
- Customer Behavior Profiles
- Exceeding Expectations:
  - Handling Mistakes, Saying "No" the Service Way, Delivering Bad News, Defusing Negative Emotions, Making the Customer Right
- Communication Effectiveness:
  - Understanding Needs / Listening Techniques, The Art of Persuasion and Negotiation, Telephone Service Skills, Email Communication, Customer Meeting Etiquette

Visit [mrcpa.org/events](http://mrcpa.org/events) for full course details.

## Who Should Attend

Front-line service providers, customer service representatives, supervisors, managers, or anyone within a manufacturing organization who either provides service directly to the end-user or supports someone else who does.

### Instructor | Wendy Beltzner, MRC Director, Leadership Development and Training Strategy

Wendy has over 25 years of experience in training and curriculum development, specializing in leadership and customer service with companies from all industries throughout Northampton, Lehigh, and Carbon counties. She has previously worked for Fortune 500 service giants such as IBM and Manpower Inc., advancing her career from entry-level through various levels of management. Wendy is also an entrepreneur. She created, owned, and operated the Lehigh Valley's first children's museum designed with an emphasis on soft skills education. She has also co-owned an award-winning, ice cream retail and wholesale business with her husband for the last 30 years. Wendy earned her B.S. degree in Marketing from Oral Roberts University, is a Certified TWI (Training Within Industry) Job Instruction Trainer, a Certified Everything DiSC Practitioner, and a member of ATD (Association of Talent Development).

More information available at [mrcpa.org/events](http://mrcpa.org/events) or contact Nicole Pierce at (484) 655-4873 or [nicole.pierce@mrcpa.org](mailto:nicole.pierce@mrcpa.org). This course is eligible for WEDnet.

 **Jan. 19 – Feb. 9, 2023** (4 days)  
Jan. 19, 26, Feb. 2, 9, 2023

 8:00 AM – 12:00 PM

 \$795/person. \$725 before Dec. 22, 2022  
Meals and course materials included

 MRC

 Register: [mrcpa.org/events](http://mrcpa.org/events)



\*Fees and times subject to change. Visit [mrcpa.org/events](http://mrcpa.org/events) for current details.