

**When two dynamic instructors joined forces,
Course Creators was born!**

**National Speakers,
Theresa Barnabei & Len Elder.**



**Our Business
Philosophy & Mission, it's simple: To make
certain that our clients and students:
Get It! Use It!
Become More Successful Because Of It!**



Theresa Barnabei

From a very early time in her life, Theresa knew that she would be a national speaker and trainer! When she was travelling the country with United Parcel Service, conducting UPS's business development training, she knew she had found her niche. Over the course of 14 years with UPS, moving from driver to corporate, she developed and/or conducted numerous regional and national training programs, some of those topics mentioned here:

- Automation procedures
- Management By Commitment standards
- Company guidelines and service levels
- Negotiation skills training
- Pricing strategy programs

After an extensive career at United Parcel Service, Theresa embarked on a successful venture in real estate. She continued her love of training and professional development during her 10 plus years as a Realtor, Manager and Educator, creating and delivering training programs through her Broker, Long Realty, Hogan School of Real Estate, her own consulting firm of TBConsults, and Course Creators. Some of those courses are mentioned here:

- Peak Performance Training
- Business Building Courses
- Business Planning and Goal Setting Courses
- Communication and Negotiation Courses
- TBConsults Contract Services
 - Extreme Agent Makeover
 - Advanced Extreme Agent Makeover
 - Extreme Attitude Makeover
 - Continuing Education Courses
 - National Association of Realtors Designation Courses



Len Elder

As for Len's own career path, he began his instructional days back in high school as a formidable member of his school's debate team. His level of debating mastery at this level was so recognized that he was granted a college scholarship to Capital University and served as the captain of that debate team. Len was chosen to represent the United States in The World Debating Competition. To be selected for this prestigious honor, Len and his debate partner had to rise above all other collegiate debate teams, as only one debate team was selected per year. Out of the 100 teams from all over the world that competed in this Olympic size event, Len's earned the 10th place position. Being so influenced by this success, after his college graduation, he remained with his university as an Assistant Professor of Debate and Argumentation. During that time, he studied for and obtained his law degree and for the next 7 years, he practiced law as a trial lawyer, influencing many judges and jurors. After retiring from law, he also embarked on a career in the real estate industry, first on the mortgage side and then on the Realtor side. Once again, his ability to teach, train and persuade were highly recognized, so much so that the Hogan School of Real Estate invited Len to become part of their staff as a lead instructor. For the past 10 plus years, as a Mortgage Broker, Realtor, Real Estate Broker and Educator, Len has been and still is creating and delivering training programs, some of which are mentioned here:

- Pre-licensing Courses
 - National Required Curriculum
 - State Required Curriculum
- Continuing Education Courses
- Approved Arizona Department of Real Estate Courses
- Approved Real Estate On Line Courses
- Broker Management Courses
- National Association of Realtors Designation Courses

As national speakers, trainers and keynote presenters everything we do in terms of professional and personal development education is rooted in those principles. We apply everything we have learned in over 20,000 hours of live presentations to make certain that we are committed to your success!

www.CourseCreators.com