



Nanci Appleman-Vassil, MA, NCC, BCC, CSP

Professional Experience Summary

Nanci is a highly successful business professional with more than 25 years of experience delivering training, organizational development, executive coaching, and corporate consulting interventions with a focus on change management, developing leaders and managers, and building high-performing teams. She specializes in facilitating individuals, groups, and organizations toward better solutions for increased engagement and effectiveness.

Areas of Expertise

Change Management
Organizational Development
Executive Coaching
Leadership Development
Employee Engagement
High Potentials
Team Building

Industry Experience

Technology
Health Care
Engineering
Manufacturing
Education
Retail
Advertising

Certifications

MBTI®
Everything DiSC®
Situational Leadership®
DDI®
AchieveGlobal®
Five Behaviors of a Cohesive Team®
Franklin Covey:
Seven Habits of Highly Effective People®, Leading at the Speed of Trust®
Five Choices®
VitalSmarts: Influencer™, Crucial Conversations®, Crucial Accountability®

Education

MA – Counseling,
University of Colorado at Denver
BA – Psychology and Education, University of Denver



Nanci consults with organizations in a variety of fields such as technology, health care, engineering, manufacturing, education, and retail. Her clients include GSK, Red Hat, Grifols, Nomacor, Sony Ericsson, Cisco, Governor's Institute, Ipreo, MetLife, Nationwide Insurance, Cree, and John Deere.

As the Corporate Training Manager for R.H. Donnelley (now SuperMedia, Inc), the largest independent sales, marketing and publishing company for the Yellow Pages industry, Nanci provided a full range of training and organization development services including identifying, coaching and developing managers and other upper-tier employees to build a high-performance culture. She also designed and conducted a corporate-wide inclusion assessment process. Nanci co-created a leadership and professional development series for all new managers and high-potential individual contributors. As the Performance Training Team Leader, she developed an infrastructure for technical and team training in RHD's Morrisville, NC location.

As the Director of Programs for the NTL Institute for Applied Behavioral Science in Alexandria, VA, Nanci designed a team-based infrastructure to better service their existing and new clients from around the world. She was accountable for five profit and loss centers; designed and implemented tracking systems to curtail costs and increase profitability; and prepared statistical reports on the financial status of each workshop or line item for that center. She also designed and executed strategic business and marketing plans for several profit centers.

Nanci holds an MA in Counseling from the University of Colorado and a BA in Psychology and Education from the University of Denver. Nanci is certified as a facilitator for a variety of products and services including MBTI, AchieveGlobal, Situational Leadership, DDI, and a variety of VitalSmarts and FranklinCovey programs. She is a member of the Association for Talent Development (ATD) and the former president of Finance and Administration for their RTP chapter, as well as being ATD's former National Advisor for Chapters and a Southeast Area Coach. Nanci has also served as a board member for Meals on Wheels of Wake County, NC. She is currently a member of the NTL Institute for Applied Behavioral Science and the National Speakers Association. Nanci has earned the designation of Certified Speaking Professional™ (CSP).

Nanci has written chapters in several books including *Public Speaking Secrets* and *GPS for Success*. She is currently authoring the book *18 Common Mistakes Small Business Owners Make*.