



**Distinguished
Lecturer**

Karine Leblanc

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Karine Leblanc is a specifying sales engineer at US Air Conditioning Distributors in Los Angeles California. She works with busy consulting engineers on large commercial HVAC design projects by supporting them with various system ideas and energy-efficient equipment solutions.

She has a mechanical engineering degree from Ecole de Technologie Supérieure in Montreal, a University focused on applied engineering and technology. She was awarded an honorary medal as part of the 50th anniversary of the University of Quebec for her exceptional contribution to the institution.

Not your typical engineer™, Karine Leblanc is passionate about working with technical professionals like engineers to improve their human skills so they can be more productive, happier, and live the life they deserve.

She uses her experience to teach and impact her peers by speaking as a distinguished lecturer for ASHRAE all over the world. Karine values real-life stories and conversational connections with her audience, making everyone feel like they matter.

Karine has served on the ASHRAE Society Board of Directors from 2014-2017 and became the first female Region X Director Regional Chair since 1959. In 2009-2010, she was the youngest President of the chapter of Southern California, founded in 1930.

She has received the Louise & Bill Holladay Award from the Southern California chapter, the Region X Director's Cup Award, the Regional Award of Merit, and the Distinguished Service Award.

She is a certified John Maxwell coach, trainer, speaker, certified behavioral analysis consultant, and an eSpeakers certified virtual presenter.

Topic #1:

Lecture Title:



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**Technical skills will get you the job, human skills will get more clients,
increase your productivity and happiness**

Abstract:

We go to school and what do we learn? Technical skills. It's all about the technical skills, and don't get me wrong, we need them. But who cares how smart you are and how good you are at your job if you can't communicate, struggle to manage yourself under stress, and lack empathy?

Would you rather work for a highly technical manager that has a big ego, lacks self-control or work with an above-average technical manager that is trustworthy, patient, and motivating?

Human Skills are not taught at school and not the primary focus in the work environment. But I promise you that when you spend time developing your human skills, the results will start showing without even trying.

In the presentation, I will focus on the strategies to improve your human skills to change the behavior that may be holding you back so you can be more productive, experience total freedom, and be happier. I will show you how to unleash the more human side of you.

Topic #2:

Lecture Title:

How to use emotional intelligence to become a better person at work and at home

Abstract:

EQ is the new IQ, learn how to stop letting your emotions control you

"People will forget what you said and what you did, but they will never forget how you made them feel, ~Maya Angelou"



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Why is it that 70% of people with average IQs are doing better than those with the highest IQs? Why is it that we have managers and CEOs that are not performing or that are not liked by their employees?

Emotional intelligence is definitely one of the key elements in improving your leadership skills in life, at work, and within your volunteer organization like ASHRAE.

During the presentation, we will go through the meaning of emotional intelligence, the 4 different skills, and strategies to improve EQ to prove that Emotional intelligence is the key to your success!

Topic #3:

Lecture Title:

Everyone Communicates, Few connects

Abstract:

Talk is easy! Learn how to really connect when you communicate and avoid misunderstandings, missed opportunities, conflict, and lack of teamwork.

Anyone can learn how to make every communication an opportunity for a powerful connection. Success is related to your ability to connect. I will share some principles and Practices to develop the crucial skill of connecting.

The ability to connect with others is a major determining factor in reaching your full potential. It's no secret! Connecting is a skill you can learn and apply in your personal, professional, and family relationships

Topic #4:

Lecture Title:

10 leadership lessons to help you be the leader that everyone would follow for free



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Abstract:

“Everything rises and falls on leadership” -John Maxwell

Good leadership always makes a difference. It can turn organizations around and positively impact the lives of thousands. Learning more about leadership will make a difference in you, and you will make a difference in the lives of others. I will teach you 10 leadership lessons learned from leading ASHRAE volunteers in my chapter and in the Region that you can apply right away and become a successful leader that everyone wants to follow

Topic #5:

Lecture Title:

It's not too late; learn how to live to your full potential and watch the results!

Abstract:

It requires self-growth to discover your purpose, become a better human being, advance your career, be a better spouse/parent, reach your financial goals and enrich your soul. Are you putting in the work to be the best version of yourself? I will help you understand how to reach your full potential and become more successful with a meaningful life

How much of your potential are you using right now? Not enough. Growth just doesn't happen; you need to be intentional about it. Are you putting in the work to be the best version of yourself?

We are all born with incredible potential, and personal development is the tool to reach it. The truth is that most people won't work on themselves because we are all driven by results, and self-growth takes time.

Topic #6:

Lecture Title:



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Selling is like dating. Learn how to close without selling

Abstract:

What is the most important thing in every business? Selling! Without sales, there is no business.

But wait! I am not a salesperson, therefore this presentation is not for me. It might surprise you to know but every single human being is in sales, you may not be selling goods but you are selling your ideas, yourself.

A firefighter is trying to educate children on what to do in case of fire and to not play with fire, he is selling them the idea of being safe.

A doctor is educating his patient about eating well and exercising, he is selling them the idea of staying healthy so they don't get sick.

An attorney is trying to convince the jury that their client is not guilty.

An engineer is trying to sell their idea and concept to the architect or owner.

Regardless of your job, you are a salesperson, you represent your company.

In this presentation, we will focus on the 5 keys to increasing your sales influence:

- How belief affects your results
- How to identify ideal clients
- Why relationships matter
- 3 questions to ask in every deal
- The importance of persistence