About Dialogue Consulting

Deborah Flate founder of Dialogue Consulting, a business consultancy specializing in the interior design industry, in 2001 with the idea of taking her 20+ years of outstanding results in sales, marketing, management and training with the top leaders in the design industry such as Donghia and Jack Lenor Larsen and sharing it with other companies who want to jump to the next level. They, in turn, have applied that learned skill set to their own companies to hold onto their new found market share. Deborah uses her expertise and vast experience to help businesses achieve their ultimate growth and targeted goals. Some of her clients include Barovier & Toso, Brentano Fabrics, Keleen Leathers, Maxine Snider, Gianni Furniture, Maya Romanoff, and Rodolph Fabrics.

Dialogue Consulting is a multidisciplinary consulting company that is driven by results, helps companies build customers, relationships, and most importantly add to their bottom-line. Deborah and her team use their hands-on approach to organize well thought out strategic plans that ensure her clients’ success. She implements proven business techniques resulting in an average of 97% return on investment.

Today, Deborah continues to use her talents to do sales training and coaching with major companies and individuals world-wide and is dedicated to sharing her immense industry knowledge to guarantee a company’s growth and prosperity in any economy.

Since launching her sales and business growth program “How to Sell in any Economy”, she has spoken at design centers all over the country, in showrooms, at both national and international sales conferences, as well as conducting online training webinars. Deborah delivers value in vibrant keynotes and seminars, detailing the skills necessary for growing leadership abilities, customer retention, improving market shares and helping companies understand the vision of change.

This program was SOLD OUT at NeoCon 2012.

She offers a blend of passion, dedication and enthusiasm resulting in a professional, knowledgeable, business consultant that considers collaboration an art form. Deborah offers the clients options on how to look at their businesses from all angles while proposing incomparable insight into how to grow the company.

Her knowledge expands past her years involved in sales and business development. She is able to lead residential and contract interior design companies into a much deeper understanding of how to build a strong foundation in businesses and helps clients see not only the bigger picture, but how to look at that picture in a new way.

www.dialogue-consulting.com