

# CAPABILITIES Statement

## BUSINESS SUMMARY

Cabral Enterprises, LLC D/B/A The DeClutter Coach and DC Efficiency Consulting was established in 2010 and offers effective, results driven training, coaching and consulting to businesses large and small, state and government agencies, colleges and universities and non profit organizations.

## CORE COMPETENCIES

- Customized, Effective and Actionable Training Courses That Produce Positive Results
- Lively & Energetic Training Sessions That Keep Attendees Engaged and Motivated
- Highly Effective Leadership Coaching That is Personalized, Empowering and Results Driven
- Behavioral Assessments- Utilizing the DiSC Suite of Assessments
- Proprietary, Video Based Micro-Learning Program, *Learning on the Go!* It's Impactful, Targeted and On-Demand
- Business Consulting That is Focused, Impactful and Sustainable
  - including:* Workplace Productivity & Efficiency Evaluations, Process Improvement Services, Project Services
  - including:* Workflow Studies, Documentation and Manual Writing Services, Organization Services
- Speaking Services including Keynote addresses, Breakout Sessions, Management Retreats, Facilitation Services

## DIFFERENTIATORS EXPERTISE

Deborah has 25+ Years of Expertise in Training, Leadership, Coaching and Project Management

Deborah is an award winning entrepreneur:

- 2012: *SBA Excellence in Small Business Award*
- 2013: *Key for Women Achieve Award from Key Bank*
- 2016: *NYS Women Inc- Entrepreneur of the Year Award*
- 2016: *YWCA Salute to Outstanding Women Award in Business & Industry*
- 2016: *Finalist- SBA Small Business Person of the Year*
- 2017: *Distinguished Entrepreneur Award - Syracuse University Whitman School of Management and WISE Women's Business Center*

Many Very Satisfied Customers in Our Target Markets- Public Sector, Private Sector, Colleges & Universities & Non-Profit Organizations.

View Website for Extensive List of Testimonials

**Cabral Enterprises, LLC D/B/A**  
**The DeClutter Coach and**  
**DC Efficiency Consulting**  
23 Oxford Road New Hartford, NY 13413

**315.794.9495**  
**DCEFFCONSULT.COM**  
**DCABRAL@DCEFFCONSULT.COM**

**DEBORAH J CABRAL, PCC**  
Founder/CEO & President  
Learning & Development Strategist & Trainer,  
Leadership and Team Coach, Productivity & Efficiency  
Consultant, Speaker & Author

**Regions served:**  
**Primary:** throughout New York state  
and the northeast  
**Available:** throughout the USA

**LinkedIn Profile:** [deborahjcabral](#)

**NAICS code:** 611430

**NIGP codes:** 812990, 91582, 91580, 91888,  
91883, 92435, 92441, 96161

**Duns:** 031770359  
**CAGE Code:** 6JHY1  
**FEIN:** 27-2107236

**Staff size:** Highly Experienced Staff of 20

- Certifications:**
- PCC- Professional Certified Coach, International Coaching Federation (ICF)
  - Wiley DiSC and Five Behaviors Authorized Partner/Trainer/Coach
  - Working Genius Certified Partner/Trainer/Coach
  - LEA & IDI Certified Partner/Trainer/Coach
  - Certified Professional Organizer (CPO), National Association of Productivity & Organizing Professionals (NAPO)

