



Stop Informating! Start Communicating!

Your Path to Success!

Our Current Offerings

Course	Duration	Who	What	Where/When
Stop Informating! Start Communicating! Flagship Communication Workshop	3 full days	All client-facing employees and those who develop client-facing communications and who communicate the corporate messages	Three day extensive workshop that includes 38+ techniques, activities, individual video recorded presentations, coaching. Geared toward Direct Client Communications. Sales, Consulting, Marketing, HR, Client-facing Engineers and Strategists	Onsite
If you noticed, my fingers NEVER left my hands! - Solution/Product Demonstration that creates the 'Magic'	2 days – (3 day Communication workshop prerequisite)	All demonstrators of products and solutions – consulting and sales	Two day extensive workshop focused on demonstrations - includes 38+ techniques, activities, individual video recorded presentations, coaching. Geared toward those who do software demonstrations	Onsite
Muscle Memory - 4th Communication Coaching session	30 minutes per participant	For those who have completed a 3 day course,	This '4 th ' communication/presentation usually occurs 30-90 days after, to coach on techniques and communication success	Onsite or Web
Déjà vu' All Over Again - 1 Day Annual Refresher Workshop Communication and Demonstration Workshop ReFresh	1 day	All client-facing participants annually after attending the initial 3 day Workshop	One day fast paced class that focuses on reinforcing the workshop foundation with additional focus on specific upcoming communications video recorded presentations, coaching and fine tuning learned skills.	Onsite
Everyone on the Same Page! Communication Sync	2 half days	All employees that have occasional client-facing communications	A series of two half days workshops that synchronize with the core workshop principles with fewer activities and recorded presentations.	Onsite
New Kid On The Block! Basics of communication	4 hours	Communication 101 – especially for new communicators that work shifts or are located at remote locations.	Introduction to Effective Communication skills. Focuses on the core principles of communication which includes self-study, and video link coaching of individual communications	Virtual
But I Don't Have Time - Executive One-on-One Sessions	1 day or as needed	Executives	OJT for executives preparing for specific key presentations	Onsite
They Just Don't Get It! Objection Handling Workshop	½ day	All Client-facing employees	Identifying the different types of objections and how to deal with them, including body language, and practice handing emotional objections when logic isn't working!	Onsite



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<p><i>Become the Iron Chef Story-Teller!</i> The Art and Science of Effective Story Telling</p>	½ day	Everyone who wants to communicate better, especially if client-facing	How to tell your story with a formula so that all of your pertinent pieces are include, your points are made and your participants move forward	onsite
<p><i>I Don't Sell! I am a Consultant!</i> Consulting that Influences</p>	As needed	Marketing, consulting, sales, HR and other groups	For design and delivery of key marketing communications, presentations, demonstrations and trade show activities	Virtual and Onsite
<p><i>Through the Looking Glass</i> Marketing and Sales Materials Design</p>	As needed	Marketing and Sales	Now that you have all of this new knowledge, getting all of your materials and website in synch is important. We work with you to brainstorm and design new aspects to synch your various communications	Onsite and Virtual
<p><i>We're Different – Just like everyone else -</i> Trade Show Concepts and Presentations Design</p>	As needed	Sales and Marketing	Creating powerful tradeshow communications, presentations and demonstrations that have clients asking for more	Onsite
<p><i>Toy Story!</i> <i>How to make your message stick!</i> Using 'flares' to pull your audience into your communication</p>	1 hour	Everyone	Think Outside the Box! Getting rid of the shackles that keep you from having Interesting communications that help your audience 'Get it'! Perfect for your Power Lunch!	Onsite
<p><i>I didn't Expect to See YOU!</i> More than your <i>Typical</i> Elevator Speeches</p>	1 hour	Everyone	Don't waste an opportunity with that person you have been trying to get with! Be prepared with that targeted message that solves their biggest problem and makes them ask for more time with you! Perfect for your Power Lunch!	Onsite
<p><i>Who Are You?</i> Identifying learning styles and needs in your audience</p>	1 hour	Everyone	Understanding the Visual, Auditory and Kinesthetic needs of people – how they learn, and how to communicate to each and all of them. Perfect for your Power Lunch!	Onsite
<p><i>Something new in Communicating</i> Newsletter</p>	1 article per month	All participants	Each month we will send out our Newsletter. Be sure that we are included in your 'safe' email lists	Electronic
<p><i>Stop Informating! Start Communicating!</i> <i>What else?</i></p>	As needed	You decide	Need something else? We are here to work with you in all of your communication needs!	TBD