Presents: *Presentation Skills—"Present with Confidence and Impact"*

What are you doing to stand out?

Spring 2005

Your audiences are busy, their time is valuable—don't they deserve to know their precious time will not be wasted away? Only exceptional presentations will work.

Exceptional: [adj] *unusual; not typical; outstanding.*

The Madison-Burns Solution:

We can help your employees: Managers, Team Leaders, Project Managers, Salespeople, **Anyone** who needs to engage, influence or motivate an audience, to:

- Analyze the needs of their audience
- Design well-crafted, logical presentations
- Learn the five key elements of a strong opening
- Use powerful language
- Have a dynamic vocal impact
- Engage audiences with interactive techniques
- Handle difficult questions and challenging participants
- Enhance their professional image.

> *"We were so impressed by the presentations the participants made! They spoke and acted like a team that was confident in their content and ability. They dazzled the staff, obviously the training made quite a difference."*
> **New Hire Project Manager, Financial Services**

The **Professional Presentations** workshop will help participants develop and refine their presentation skills to deliver audience-centered, compelling presentations designed to meet a specific objective. Participants will examine the three phases of successful presentations, the process for making formal or informal presentations, and the delivery techniques that enhance the message. Participants will be video-taped several times, given specific feedback, and will work one-on-one with a coach so they can enhance their delivery style.

> *"Our new hires recognize their responsibility to present their ideas succinctly, clearly, and persuasively."* **VP HR, Insurance Services**

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