

A woman with curly hair and glasses, wearing a white shirt and skirt, stands and gestures while presenting to a group of people seated at a long table in a modern office. The scene is overlaid with a purple-to-blue gradient.

**CLARIFY IDEAS.  
CAPTIVATE LISTENERS.  
CREATE RESULTS.**

Discover how our  
**THINK AND SPEAK FOR RESULTS®**  
workshop suites can impact  
your organization.

**MANDEL**

Make every communication count.

# REMARKABLE COMMUNICATION STARTS HERE.

Mandel is the leading communication skills training company for organizations who believe in the power and potential of their employees.

We believe that anyone, regardless of their role or experience level, can learn new ways to craft and deliver stronger messages, elevate their executive presence and maximize value.

Enhanced communication skills drive smarter decisions and accelerate the achievement of meaningful results.

## Our clients have experienced transformative business results:

- Accelerated digital transformation
- Increased talent retention
- Faster onboarding and performance of new talent
- Improved employee engagement
- Increased sales readiness
- Faster sales cycles
- Increased sales renewal rates
- Enhanced team collaboration and performance
- Promoted innovation
- Expedited change initiatives
- Improved partner relationships
- Improved meeting productivity

### Poor communication

in corporations **costs** a staggering average of

**\$11,000**  
per employee  
per year.\*

\*2017 Workplace Productivity and  
Communications Technology  
Report





# THINK AND SPEAK FOR RESULTS®

Mandel learners THINK and SPEAK for RESULTS. Our approach blends decades of experience working with many of the world's top organizations with the most current science, research and technology.

We do this by arming people with the critical skills needed to drive results in their most important workplace communication situations.



## PRESENTATION

Convey Presence  
and Confidence

- Analyze the audience
- Craft core messages
- Present with confidence
- Navigate visuals for impact
- Handle tough questions



## CONVERSATION

Move People  
to Action

- Understand what motivates
- Focus the conversation
- Ask the right questions
- Summarize for agreement
- Uncover and remove obstacles



## COLLABORATION

Maximize Team  
Performance

- Refine a personal brand
- Leverage recognition
- Establish a compelling vision
- Keep resources accountable
- Employ individual strengths

## WORKSHOP DURATION



TWO  
DAYS



FULL  
DAY



HALF  
DAY

## TRAINING DELIVERY OPTIONS



1:1  
COACHING



SMALL  
GROUPS



LARGE  
GROUPS



LIVE  
VIRTUAL



FACILITATED  
ONLINE



# WHY CHOOSE MANDEL?

## Our learners **THINK**.

Our communication skills workshops go beyond “stand and deliver.” They’re also designed to build critical thinking skills so employees are able to communicate with clarity and impact, in any situation.

## Our learners **SPEAK**.

Our Global Messaging Architecture teaches instantly applicable skills that empower people to present their ideas in both large and intimate settings, and in ways that are authentic. Participants emerge with confidence and executive presence.

## Our learners **DRIVE RESULTS**.

We teach people how to better connect their value to the needs of their listeners. This leads to faster and more informed decisions, advancing projects and stimulating business growth.

## LET’S COMMUNICATE.

Contact us to start a conversation on how we can help your people **THINK AND SPEAK FOR RESULTS®**.

**831.475.8202 | MANDEL.COM**

Join the Global 1000 corporations that have implemented and benefitted from our **THINK AND SPEAK FOR RESULTS®** communication suites.





## THE PEOPLE WE TRAIN:

- Sales
- Marketing
- IT
- Briefing Centers
- Investor Relations
- Engineering
- Project Management
- Product Development
- HR
- Design
- Finance
- Legal
- Executives
- Sourcing

## THE INDUSTRIES WE SUPPORT:

- Technology
- Manufacturing
- Healthcare
- Consumer Packaged Goods
- Food & Beverage
- Banking & Finance
- Insurance
- Oil & Gas
- Telecommunication
- Professional Services
- Wine & Spirits
- Energy

“

*“We wanted to transform how we communicate with our customers, with Wall Street and with each other. **Mandel upped our game** and got us there.”*

– Keith Allman, CEO,  
Masco Corporation

“

*“What we got from Mandel was so extraordinary, it’s almost hard to quantify the return on investment - **100% of our projects got approved** post training and we **accelerated our time to market.**”*

– Executive Director, Global Sourcing  
Operations, 25K Employees



TRAINING IN 14 LANGUAGES,  
ACROSS 75 COUNTRIES

**MANDEL**

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