



THE EXTRAORDINARY PRESENTER[®]

Business moves fast. **BE READY.**

People in today's organizations are under pressure to make better decisions faster in the face of a 24/7 barrage of data and opinions.

When presenters aren't prepared to speak to what the listener values, everyone suffers. Critical recommendations get overlooked. Deals are lost. Innovation is stifled.

The Extraordinary Presenter flagship workshop addresses the challenge head-on by arming presenters with five essential skills they need to **THINK and SPEAK for RESULTS:**

1. **THINK** deeply about your audience
2. **CRAFT** the presentation story
3. **ENGAGE** with executive presence
4. **NAVIGATE** visuals to maximize impact
5. **INTERACT** credibly when asked tough questions

World-Class Training with Proven Results

Learners exhibit stronger communication skills and organizations see immediate and measurable outcomes. Harness the power of effective communication and drive immediate results.

- Increase innovation and collaboration.
- Promote faster, more informed decision-making.
- Achieve higher commitment to change initiatives.
- Accelerate sales cycles and improve win rates.
- Increase sales readiness.
- Strengthen partner relationships.
- Improve meeting productivity.

MANDEL

Make every communication count.

THE SKILLS

- 1 THINK** deeply about your audience
 - Analyze what your audience cares about most.
 - Connect with your audience and build trust.
- 2 CRAFT** the presentation story
 - Apply a simple, repeatable process to distill and organize content.
 - Develop an engaging opening and close with a call to action.
 - Articulate a strong point of view and enhance retention of key messages.
- 3 ENGAGE** with executive presence
 - Present as your talented, authentic self.
 - Balance energy and composure.
 - Keep your cool when delivering virtually.

- 4 NAVIGATE** visuals to maximize impact
 - Keep the focus on you, not your slides.
 - Illustrate key points visually.
 - Navigate slides for maximum impact.
 - Modify visuals when delivering virtually.
 - Use the most effective techniques for whiteboarding, demos, and virtual presentations.
- 5 INTERACT** credibly when asked tough questions
 - Encourage questions to ensure audience comprehension.
 - Deftly handle challenges or objections with confidence.
 - Effectively defer a question to another time or person.

SPECIFICATIONS

- Two-day workshop with interactive practice and real-world, job-specific applications.
- Up to 12 participants.
- Seven video recorded practices with immediate expert feedback.
- Training design can be modified in duration and delivery method as required.

REINFORCEMENT and MEASUREMENT

- All participants have two months of free access to our leading-edge mobile app that leverages artificial intelligence to measure improvement in the skills.
- Detailed evaluation reports are offered at no charge for every workshop.



LARGE GROUPS



SMALL GROUPS



LIVE VIRTUAL



FACILITATED DIGITAL



TRAINER CERTIFICATION

FLEXIBLE DELIVERY OPTIONS