

THE EXTRAORDINARY PRESENTER®

CLASSROOM
2 DAYS FOR UP TO 12



BUSINESS MOVES FAST. BE READY.

Today's employees are under constant pressure to be agile and rapidly adapt to new business strategies and communication challenges.

Pressures mount when presenters aren't prepared to speak to what the listener values most. Critical recommendations get overlooked. Deals are lost. Innovation is stifled.

THE EXTRAORDINARY PRESENTER® workshop addresses this challenge head-on by equipping presenters with five critical 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 during tough Q&A

World class training with proven results

Mandel is the premier communication skills training company for global organizations that believe in the power and potential of their employees.

Harness the power of industry-leading training design and facilitation to drive immediate, measurable business results:

- Overcome presentation anxiety
- Drive better business decisions faster
- Connect more deeply with clients
- Improve use of time, energy, and resources
- Cascade business strategy with excellence
- Increase competitive advantage
- Increase customer satisfaction and loyalty
- Accelerate implementation of innovation
- Enforce positive public image and brand

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831.475.8202 | MANDEL.COM

THE SKILLS

DAY ONE

8:30 am to 5:00 pm

CLASSROOM SESSION for up to 12

- 1. THINK** deeply about the audience
 - Analyze listener “care-about’s”
 - Focus on the listener’s world
- 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
 - Add stories, analogies, and quotes
- 3. ENGAGE** with executive presence
 - Connect with the audience and build trust
 - Present with confident authenticity
 - Balance energy and composure
 - Manage nerves and anxiety
 - Adapt skills when presenting virtually

DAY TWO

8:30 am to 5:00 pm

CLASSROOM SESSION for up to 12

- 4. NAVIGATE** visuals to maximize impact
 - Illustrate key points visually
 - Navigate slides for maximum impact
 - Modify visuals when delivering virtually
Apply best practices for white-boarding, demos, and virtual presentations
- 5. INTERACT** credibly during tough Q&A
 - Encourage questions to ensure audience comprehension
 - Deftly handle challenges or objections with confidence
 - Effectively defer a question to another time or person

THE DETAILS

SPECIFICATIONS

- Two-day workshop for up to 12 participants
- Real-world, job-specific applications
- Six video-recorded practices
- Interactive skills repetition & expert feedback
- Flexible design aligns to business priorities

REINFORCEMENT & MEASUREMENT

- Two months’ free access to AI-driven mobile app measures improvement
- Easy-to-use tools deliver immediate application and make training stick
- Insightful evaluation reporting provides immediate, relevant feedback



LARGE
GROUPS



SMALL
GROUPS



LIVE
VIRTUAL



FACILITATED
DIGITAL



TRAINER
CERTIFICATION

FLEXIBLE
DELIVERY
OPTIONS

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