

# THE EXTRAORDINARY PRESENTER<sup>®</sup>

ESSENTIALS – VIRTUAL  
1 DAY FOR UP TO 12



## WHAT THEY SAY AND HOW THEY SAY IT MATTER.

During this time of physical distancing, business continuity is mission critical.

People are still making extremely important decisions based on data that others gather and report. It's harder than ever to persuade, convince or influence a decision when all involved are working remotely.

**THE EXTRAORDINARY PRESENTER<sup>®</sup> ESSENTIALS — VIRTUAL** workshop addresses these challenges head-on by equipping participants with three essential messaging skills:

1. **THINK** deeply about the audience
2. **CRAFT** a message that matters
3. **ENGAGE** with executive presence
4. **INTERACT** credibly during tough Q&A\*

### World class training with proven results

Mandel Communications has been a global leader in virtual instructor-led training design and delivery for over 10 years.

Harness the power of virtual communication to drive immediate, measurable business results:

- Foster consistency in meeting expectations
- Collaborate to win in a new world of work
- Drive better business decisions faster
- Enhance sense of inclusion and belonging
- Promote collaboration across virtual teams
- Connect more deeply with clients
- Resolve problems with fewer meetings

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# THE SKILLS

8:00 AM – 11:00 AM | Instructor-led virtual training for all 12 participants

## PRE-WORK

- Choose an upcoming presentation and complete a planning tool

### 1. **THINK** deeply about the audience

- Analyze listener “care-about’s”
- Focus on the listener’s world
- Quickly distill and organize content

### 2. **CRAFT** a message that matters

- Develop an engaging core message
- Articulate a strong point of view

### 3. **ENGAGE** with executive presence

- Capitalize on the benefits of virtual
- Overcome virtual void anxiety
- Capture listeners’ attention

### 4. **INTERACT** credibly during tough Q&A\*

- Anticipate and prepare for tough questions
- Align with the enquirer in the moment
- Deftly handle challenges with confidence

\*This module is a lighter version than what’s provided in the two-day workshop. We recommend this as the fourth learning element but can replace it with a module on either navigating visuals or adapting presentations to a virtual environment. You can discuss this more with your Mandel representative.

11:00 AM – 12:00 PM BREAK | Participants craft sample messages to share in skills practice labs

12:00 PM – 5:00 PM | SKILLS PRACTICE LABS | Small groups with expert Mandel coach

## SKILLS PRACTICE LAB TIMING:

- **12:00-1:30** – Small group A of 4 participants
- **2:00-3:30** – Small group B of 4 participants
- **4:00-5:30** – Small group C of 4 participants



SMALL  
GROUPS



LIVE  
VIRTUAL

FLEXIBLE  
DELIVERY  
OPTIONS

# THE DETAILS

## SPECIFICATIONS

- 1-day virtual session for up to 12 (4.5 hours per participant day)
- Stakeholder viewpoint sets the stage
- Real-world, job-specific applications
- Engaging, interactive skills practice
- 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

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