

“FROM PAIN TO POLISH: *Power-Up Your Presentations*”

JANE SANDERS

Nervous...ineffective...boring. As you know, these words describe many business presentations. Both internal and external audiences, from committee members to sales prospects to shareholders, suffer through what could have been dynamic, results-oriented speeches, presentations, and sales pitches. Consequently, audiences don't listen, respond as expected, or buy!

Jane Sanders can make a world of difference in the delivery and results of your executive or employee presentations. With nearly 20 years as a successful sales and marketing executive, a B.S. degree in Speech and an MBA, Jane has presented to hundreds of audiences and excels at teaching groups and coaching individuals.



LEARNING OBJECTIVES

How to analyze requirements for every presentation

How to identify desired results and audience response

How to prepare content, from introduction to conclusion

How to control performance anxiety

How to speak with confidence and poise

How to develop rapport with your audience

How to use voice, audience interaction, and nonverbals

BENEFITS

More effective, dynamic delivery

Increased confidence and less anxiety

More focused audience attention

Improved audience retention of information

Stronger, more positive audience response to call for action; i.e., increased sales, good will, etc.

Less time spent in preparation; i.e. increased productivity

CLIENT COMMENTS

“Your program received rave reviews! Participants told us yours was the best training session offered this year.”

BETH LABELSON, CAMPAIGN PROGRAM SPECIALIST, UNITED WAY

“Your sessions were among conference favorites. I'm sure attendees from your standing-room-only sessions won't soon forget your insights.”

JONATHAN ABBOTT, SENIOR VICE PRESIDENT, PBS

“You deliver the best program on presentation skills I have ever seen! It was full of how-to's and specific tips.”

GEORGE HARBEN, CED, SOUTH CAROLINA DEPT. OF COMMERCE

“Your session was rated #1 of all workshops! Participants said they especially liked your presentation style, and they will immediately use the tools you provided.”

HAZEL PANKEY, WORLD CONGRESS PROGRAM MANAGER, IDRC