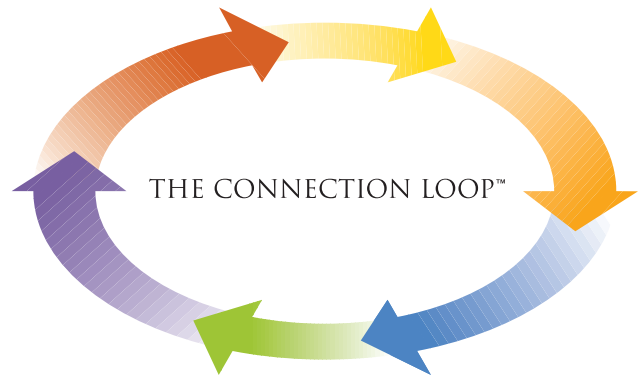


Encore! Elegant Skills for Powerful Presentations



When you discover the Connection Loop you will accelerate your presentation skills and learn to create greater audience engagement and more elegant knowledge transfer.



Program Description

Too much information. Nervous energy. Audience disengagement. These challenges and more face most speakers every day. By learning to organize your content and deliver it with power and passion you can conquer these highly ineffective behaviors and become a strong, effective speaker who knows how to bring your audience to life.

Encore! is a highly dynamic, interactive, hands-on learning laboratory. Our elite presentation skills training and coaching process is uniquely calibrated to each individual so you get the focus and attention you need to succeed. As one of only eight participants you will experience the power of personalized attention and compassionate coaching. We use dynamic media and high-energy learning activities to help you accelerate your presentation skills so you can create greater audience engagement and more elegant knowledge transfer. Our signature *Line by Line Coaching™* process will transform all aspects of your presentation.

Target Audience

This program is designed for business professionals in all functional areas who have the responsibility to deliver presentations in front of groups, as well as anyone who wants to communicate with greater power and elegance, including sales, technical, management, and individual contributors in any industry.

2 Days | 8:30 a.m. to 5:00 p.m. | 8 Participants | 1 Facilitator

Learning Outcomes

By the end of the *Encore!* program you will be able to:

- Create and maintain audience connection using critical action steps to keep your audience involved and responsive
- Accelerate your performance delivery skills: physical presence, vocal resonance, and distinctive language
- Increase your overall skill use through our signature *Line by Line Coaching™* and feedback process
- Implement the DeFinis Navigator, a fail-safe method for content development that boosts your ability to stay on message and keep your audience on course
- Use various rhetorical devices including stories, examples, data, quotes, and other rich sources of support evidence to build more meaningful content
- Use visual-aid strategies to strongly support your message and create audience involvement

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But we know that theory is never enough to drive behavioral change so get ready for action! You will practice your new skills in front of the camera. Our signature Line by Line Coaching™ process will transform all aspects of your presentation skills.

The Encore! Process

We begin the program by introducing our core learning model, *The Connection Loop™* and you will learn how to keep your listeners involved and engaged throughout your presentation. Then we will assess your current skill level so you have a benchmark on which to build new skills. You will discover why your audience wants and expects you to succeed and you will be introduced to concepts, tools, and best practices to help you do so. But we know that theory is never enough to drive behavioral change so get ready for practice! You will practice your new skills individually and in small groups and deliver your presentation in front of the camera five times. You will be coached using our signature *Line by Line Coaching™* process and receive feedback from your instructor and class participants. With our proven methods and the skillful guidance of our passionate instructors you will see immediate results in your presentations skills.

Learning Methods

- Lecture demonstrations
- Small and large group discussion
- Individual and group activities and practice exercises
- DVD recording and review of individual presentations
- *Line by Line Coaching™* and feedback

Pre-Work

Each participant will be asked to prepare a five to seven minute presentation on a topic of your choice. This presentation will form the basis of the work you will do in the program. You will give your presentation five times and will be recorded on DVD. You will receive feedback and coaching using the elite DeFinis Communications *Line by Line Coaching™* process and review your tape for improvement opportunities.



DeFinis Communications, Inc

Founded in 1997 by Angela DeFinis, DeFinis Communications offers a full range of professional public speaking programs, products, and services. We support leading corporations in developing effective communications strategies and all aspects of presentation skill and speaker development. By building knowledge and skill, accelerating performance, and providing tools for continuous learning, we help our clients successfully compete in a demanding marketplace.

Clients

Applied Materials, Aruba Networks, Autodesk, Avista Corp., Blue Shield of California, Charles Schwab, Cisco, Electronic Arts, Hewlett Packard, Linear Technology, Micron, Mother Jones, Levi Strauss, Republic Services, Sendmail, Splunk, Symantec.

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