

# COMMUNICATING WITH **IMPACT**

*Patrick Donadio, CSP*



[Patrick J. Donadio, MBA, CSP™, MCC](#) is a [keynote speaker](#), communication strategist, and author of [“Communicating with IMPACT.”](#) He works with leaders and teams who

want to communicate with clarity, lead more effectively, present with power, actively listen, increase sales/profits, build deeper relationships, and boost overall performance/results.

## What Clients Say About Patrick



**“Intelligent, thoughtful and funny presentation!”**

Brian Wallace, Executive Director, CLA

**“Captivating and energetic! Exactly what we were looking for to kick-off our weekend!”**

Mike Retenour, Ohio Council P&D Contractors of America

**“Memorable end to our sales meeting!”**

Brooks A. Burton - UtilCorp Energy Solutions

**“Right combination of entertainer and educator. Best staff ‘In-Service Day’ we ever had!”**

Holli Rainwater – Coshocton Public Library

**“His experience shows!”**

Kathy Wilson - Respiratory Care Conference

**“Thank You for your speech coaching. I did win the national association election, and by a sizable margin!”**

Presentation/Speech Coaching Client

**“Business is going very well! The clients keep coming in... Thanks for your help!”**

Business Development Coaching Client

**Book Patrick Today!**

## Keynotes/Workshops/Coaching

### • **Communicating with IMPACT**

*(Popular Keynote)* Learn a process to improve the IMPACT of your communication to increase productivity, develop relationships, build teams, manage change, and increase the bottom line.

*(Coaching Available)*

### • **The Secrets to Presenting with IMPACT**

Walk away with practical tools to add polish/pizzazz to your next presentation, speech, or media interview.

Learn from a Pro! *(Coaching Available)*

### • **Becoming a Kaizen Leader**

Discover where you can improve as a leader. Evaluate yourself against traits successful leaders possess and learn practical techniques/skills to develop leadership excellence.

*(Coaching Available)*

### • **The IMPACT Attraction Factor - Media/PR**

Donadio reveals business growth strategies to establish you as “the expert”, attract clients/sales, and build deeper relationships.

*(Coaching Available)*

[Patrick Donadio](#) guided two generations of leaders and their organizations with powerful in-person/[virtual](#) keynotes, [engaging workshops](#), and one-on-one business [communication coaching](#). He is only one of few people in the world to have earned the highest designations in both the speaking (Certified Speaking Professional -CSP) and coaching (Master Certified Coach- (MCC) professions. Patrick’s expertise has [been featured](#) in *TIME*, *Psychology Today*, *Money*, *Smart Business*, *The Huffington Post*, *Columbus CEO*, *WCMHTV*, *WOSU*, and numerous industry-specific journals

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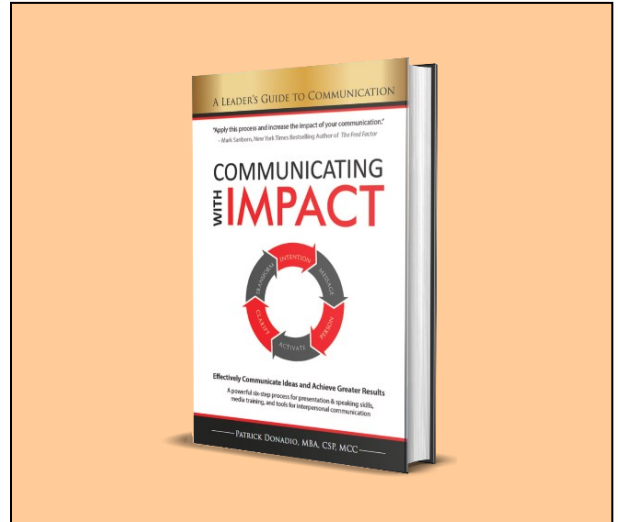


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## Ten Ways to Start Communicating with **IMPACT**

By Patrick Donadio (click on [blue words](#) for videos)



1. What is your [Intention](#) for communicating? Remember “Intent before Content”
2. Why am I communicating this message with this person at this time?
3. What [Message](#) will help you achieve your Intention? Remember “Intent Drives Content!”
4. Which [Method\(s\)](#) is best for this message and this person? (written/email, face-to-face, phone, presentation, video, etc.)
5. How will you [Personalize](#) and adapt the Message to the receiver?
6. How will you [Activate](#) and engage yourself and the receiver?
7. Are you [Active Listener](#)? Ask good questions and when possible, listen more than you speak.
8. How will you [Clarify](#) and make sure the message you sent is the same message received?
9. [Transform](#) your communication into results, stay focused on achieving your [Intention](#).
10. For Every [What](#), do you identify a [Who](#) and ask [When](#) to create accountability?

### Praise for Patrick's book

**“Apply this process and increase the impact of your communication.”**

- **Mark Sanborn**, New York Times Bestselling Author of “The Fred Factor”

**“A proven process to construct your message, engage your receiver, and inspire others to action.”**

- **Susan RoAne**, Best-Selling Author of “How to Work a Room®”

**“Leadership is about communicating a vision. The magic of IMPACT is that it is a process of reflection and discovery that gives clarity to that vision.”**

- **Tim Ryan**, U.S. Congressman and New York Times Best-Selling Author

**“No matter your age, position at work, or walk of life, this book will transform your way of thinking and behaving...”**

- **Charles R. Ciuni**, Partner at Deloitte LLP



click> [Patrick Donadio, CSP Preview Video](#)

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