

# BUSINESS COMMUNICATIONS TRAINING: KEYNOTES, SEMINARS & BREAKOUT SESSIONS

**Patrick Donadio, MBA, CSP, MCC**  
Certified Speaking Professional (CSP)  
Master Certified Coach (MCC)  
Office (614) 488-9164  
Email: [Patrick@PatrickDonadio.com](mailto:Patrick@PatrickDonadio.com)

Website:

[www.PatrickDonadio.com](http://www.PatrickDonadio.com)

Patrick will customize this program to your group's needs and challenges.

## Maximize Your Budget!

Hire Patrick for you next Conference to present the Keynote and a [Breakout Session](#) for less than it would cost for two speakers.

**Patrick DONADIO**

*Call Donadio for more information on his one-on-one [business communications coaching program](#)*

## **Communicating with I.M.P.A.C.T.** *The Six Keys to Effectively Communicate and Achieve Greater Results*

*We spend about 80% of our waking day in some form of communications!*

In an age with so much technology, communication has expanded to several platforms, From emails, texts and phone call to virtual meetings and in-person presentations...with so many paths to communication, how do you ensure your message is received properly?

In this engaging, practical, and fun presentation, based on Patrick's book "[Communicating with IMPACT](#)", you will learn the 6-Step IMPACT process system to lead more effectively, communicate clearly, actively listen, present powerfully, create deeper relationships, enhance your credibility, increase sales, achieve greater results, and positively impact others..

Patrick places special emphasis for this program on trainee involvement, using group discussions, role-playing, exercises, real-life examples, and planning time to put these principles into action. Topics include:

- **I** - How to create a laser focused **Intention** statement
- **M** - 5 Tools to craft a **Message** to achieve your intention and how perfectionism/linear thinking is getting in your way
- **P** - How to **Personalize** the message by identifying and utilizing the four communication styles
- **A** - 21 **Active** listening skills to help you stay present/focused and strategies to Activate and engage your receiver/audience.
- **C**- Techniques to **Clarify** and check for understanding
- **T** - How to **Transform** words into **actions** and your actions into greater **results**
- **Plus**, a "Communication & Listening Inventory" to rate your current communication skills!

### **Program Goal:**

To increase your knowledge and learn the skills necessary for effective communication.

### **Program Objectives:**

- Increase your understanding of what comprises effective communication.
- Teach a proven system that will improve your communications skills, develop relationships, and increase performance.
- Help you develop an "Action Plan" to practice and implement these newly learned skills on the job.

### **Time Needed:**

Full day—or choose components outlined above for 1-3 hour seminar, speech, or keynote.