

BUSINESS COMMUNICATIONS TRAINING: SEMINARS & BREAKOUT SESSIONS

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Patrick DONADIO

*Call Donadio for more
information on adding his one-
on-one [Presentation Skills
Coaching](#) to this program*

NOTE:

Inquire about including
Patrick's book

["Communicating with IMPACT"](#)

for each attendee, at a
special group rate

THE SECRETS TO POWERFUL PRESENTATIONS

The days of the talking head are over! Today's audiences are more sophisticated, more educated, and more impatient--they want to be entertained as well as be informed. "How good are your presentations?"

This interactive seminar is for anyone who must sell ideas, talk to a small group, or deliver information to others through oral communications. It's designed to start you on your way to becoming more organized, confident, dynamic, and connected with your listeners. Based on Patrick's book "[Communicating with IMPACT](#)", topics could include:

- Presentations Skills Inventory (Self-evaluation)
- The 8 Most Common Speaking Mistakes to Avoid
- 6-Step IMPACT Process:
- Intention –How to craft a powerful intention statement
- Message –Create your message to achieve your intention
 - How to Plan What to Say in Less Time
 - 6 Dynamic Ways to Open and Close Your Presentation
- Person – Identify and utilize the behavioral styles to Personalize your message
 - Tips for Analyzing Your Audience
- Activate – How to actively engage the audience
 - Techniques to Engage/Build Rapport with Your Audience (Live/Virtually)
 - Using Audio-Visuals, Handouts, and Group Interaction
 - A System to Increase Your Confidence
- Clarify – Explore techniques to summarize and check for understanding
 - Pointers for Handling Questions and Answers
- Transform – Show you how to transform your words into actions to get greater results

Attendees also receive a bonus brochure, *The Donadio Checklist*, which features what to do before and during your presentation. A Separate Session, *Follow-Up/Video Feedback*, is available Call for more details.

Program Goal: Fine-tune your speaking skills and increase the impact of your message.

Program Objectives:

1. Develop more confidence in your speaking/presenting abilities for any situation.
2. Learn techniques that will improve your relationship with the audience/listener and enhance the reception of your message.
3. Motivate you to develop a written "Success Plan" to actively pursue and implementing these new skills

Time Needed: Full day—or choose topic components outlined above for 1-3 hour seminar or speech.