

## Essential Presentation Skills.

In a recent survey of **3,000** Americans, **41%** said that they were most afraid of having to speak in front of a group. This, compared to 32% who were most afraid of heights, and only 19% who were most afraid of death.

With techniques you will learn from Better Presenter, we can help you to gain the confidence you want and the clarity you need, in just **1** day.

- ▶ **3,000**
- ▶ **41**
- ▶ **1**

The **Essential Presentation Skills** Program will help you reduce nervousness, speak with conviction and enthusiasm, apply the critical skills of audience analysis, present with visuals, and think under pressure when answering questions.

With frequent practice, you'll benefit from our unique B-D-A coaching methods and private DVD-video review. Free follow-up is included for all graduates.

*Length: 1 day*

*Class Size: Maximum of 6 participants to guarantee personal instruction.*



## Compelling Selling.

By their own admission, salespeople talk too much and it's usually about the features of their product or service. It's repetitive, because customers have typically heard it before from similar sales pitches. Buyers need a compelling reason to try something new.

Today, there is an abundance of information about the customer, and as a salesperson, you must be committed to systematically uncovering as much information as possible. This is not only a mindset, but a skill.

**Compelling Selling Skills** helps you close more business. It gives you a fresh approach that enables you to talk less, listen more carefully, and gain a real understanding of the customer's perspective.

Learn proper techniques to effectively **Listen, Question and Close.**

Private, individual assessment based on video-taped performance, and free follow-up session included.

*Length: 1 day*

*Class Size: Maximum of 6 participants to guarantee personal instruction.*

*"The most productive training I've ever taken, I will definitely use this when presenting to my executives as well as my peers."*

Manager, Health & Safety

## Private Coaching & Free Follow-Up.



Private coaching offers the highest level of personalized communications coaching available. It's designed for individuals whose special circumstances or levels are best served by a highly tailored experience and conducted on a one-to-one basis.

If you believe this is a good match for you, a Better Presenter coach will help you sharpen your communication skills in order to achieve maximum impact. The result is "ownership" of the skills and to apply them immediately back on the job.

### Free Follow-Up for Graduates!

Better Presenter provides free follow-up coaching for graduates. Your communication coaches are available to help sharpen your skills for a major presentation or sales call.

### 3 Ways to Participate.

- ▶ Open Enrollment - Public Programs
- ▶ Corporate Sessions
- ▶ Private Individual Coaching

Call or e-mail us today to learn how YOU can become a Better Presenter!

**Tel.: (949) 492 9700**

**E-Mail: [info@betterpresenter.com](mailto:info@betterpresenter.com)**

**[www.betterpresenter.com](http://www.betterpresenter.com)**

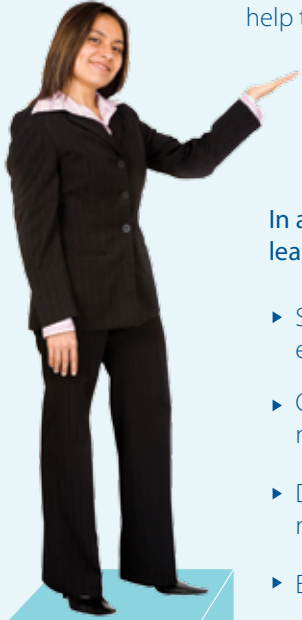
## Elevate Your Career.

Let your real world situations be your guide! Better Presenter has 20 years of experience training and coaching business professionals to communicate their message with confidence and clarity. From Essential Presentation Skills, Compelling Selling and even Private Coaching, we can help take your skills to the next level.

In as little as one day, you can learn to:

- ▶ Speak with conviction and enthusiasm
- ▶ Capture your audience and move them to action
- ▶ Deliver a strong and memorable message
- ▶ Be an effective listener
- ▶ Allow your personality to support the message
- ▶ Create powerful visuals and present them with confidence
- ▶ Think clearly during question and answer sessions

*With Better Presenter, go from nervous to notable in no time!*



**betterpresenter.**

63 Via Pico Plaza  
Suite 101  
San Clemente, CA 92672

# betterpresenter.

Confidence and clarity...in 1 day.

