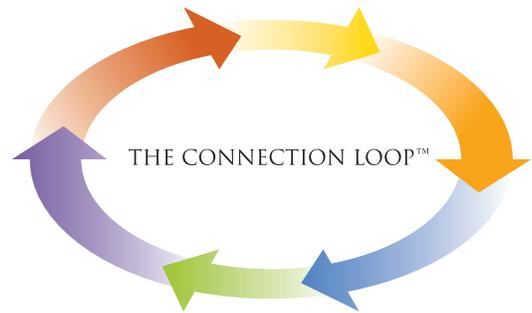


Encore! Elegant Skills for Powerful Presentations



The Connection Loop™ methodology enables participants to accelerate their presentation skills, create greater audience engagement, and deliver more elegant knowledge transfer.



Our experienced facilitators, combined with our Line by Line Coaching™ process, ensures each participant gets the focus and attention they need to succeed.



Program Description

Trying to deliver too much information? Feeling nervous energy? Losing your place, or worse, losing your audience? These challenges and more face business speakers every day. And while most people agree that mastering presentation skills is vital to achieving success in today's complex business world, many lack the motivation, awareness, knowledge, and skills to effectively deliver a professional presentation. When speakers learn how to organize their content and deliver it with confidence and skill, they can overcome their challenges, competently present information, and support the goals of their team, department, and organization.

- **Challenge:** How can business speakers conquer their public speaking challenges and learn to give powerful presentations that contribute to the success of their organization?
- **Solution:** The *Encore! Elegant Skills for Powerful Presentations* program is an immersive, hands-on learning laboratory designed to raise awareness, increase knowledge and build skill by addressing the individual needs of each participant.

Encore! Elegant Skills for Powerful Presentations is a video-based learning laboratory. Our distinguished flagship presentation skills training program, which features our signature *Line by Line Coaching™* process, is designed to address the specific needs of each individual so they receive the focus and attention they need to succeed. And because the program is designed for a small group of eight participants, each will experience the power of personalized attention and intensive coaching. Instructor demonstration, group discussion, targeted coaching and specific feedback focused on individual challenges helps participants build confidence and strengthen their presentation skills so they can cultivate a receptive audience that is eager to hear their message.

Target Audience

This program is designed for business professionals in all functional areas including those in sales, technical, management, and individual contributors who have the responsibility to deliver internal and external presentations to small and large groups.

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

Encore! Elegant Skills for Powerful Presentations

Theory is never enough to drive behavioral change, which is why each participant practices their new skills in front of the camera. Our signature Line by Line Coaching™ process will transform all aspects of your presentation skills.



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Learning Outcomes

By the end of *Encore! Elegant Skills for Powerful Presentations*, participants will be able to:

- Use *The Connection Loop™* model to organize, prepare, and practice a presentation
- Use a tested formula to analyze their audience so they understand how to create and maintain audience engagement throughout their presentation
- Understand their speaking strengths and challenges and improve their overall performance by using stronger delivery skills including physical presence, vocal resonance, and distinctive language
- Implement *The DeFinis Navigator™*, our fail-safe planning method for organizing content that supports the speaker's ability to stay on message and keeps their audience on track
- Effectively use various rhetorical devices including stories, examples, data, quotes, visuals, and other rich sources of support evidence to build more meaningful and relevant content

Program Overview

We begin the program by introducing our core learning model, *The Connection Loop™*, which provides a blueprint for developing, organizing, preparing, and practicing any presentation. Participants will learn the steps of creating a powerful presentation, as well as what it takes to keep their listeners engaged.

But theory is never enough to drive behavioral change. Using a business presentation topic relevant to their job or industry, participants will practice their new skills and deliver sections of their presentation in front of the camera. During video-coaching sessions, they will receive feedback and coaching from the instructor on each section of their presentation. The program culminates with final presentations delivered by each participant.

DeFinis Communications

Founded in 1997 by Angela DeFinis, DeFinis Communications is a boutique communications firm specializing in presentation skills training. The company offers group training programs, executive speech coaching and speaker preparation for corporate conferences. By building knowledge and skill, improving performance, and providing tools for continuous learning they help their clients compete in a changing, challenging global marketplace.

Clients

Applied Materials, Aruba Networks, Autodesk, Cisco Meraki, Driscoll's, Electronic Arts, Ideate, Intapp, Linear Technology, PG&E, Quiet Rock, Recurrent Energy, Republic Services, Siemens Energy, Splunk, Symantec, Welltower