

Building Success through
Interpersonal Communications



PRESENTATION SKILLS that help sell
For anyone who need to engage others, speak
extemporaneously, build confidence and tell
convincing and persuasive stories.

Presentations: The Art of Selling

How to Make Presentations that Convince, Reinforce, and Help Sell

TESTIMONIALS

"You created an informal comfortable environment for the staff that helped them immensely as you taught them how to make better presentations". Sam Raynal, Partner, O;Rourke, Clark, Sacher

"Not only was this an uplifting and very needed presentation class, but we also had the best team-building seminar we have ever had." Tyson Jue, Director, 1st Five, CA

I was very pleased to see a significant difference in M's presence during our recent meeting. She presented ideas clearly, confidently and remained comfortable, and composed". Carol Lawton, Island Architects, San Diego

"Finally, huge transformational moment, when I discovered myself leaning on the podium while speaking casually into the microphone, knowing exactly what I was saying and doing and feeling in control. Bottom-line: this course has been a huge gift to me!" Morton Frank F.A.I.A

"Alan has the distinct ability to make every meeting fun, yet very productive. He is a proven educator and I am pleased to say that I continue to employ the lessons I learned from Alan to this day". Reggie Reyes, Designer

CUSTOMIZABLE WORKSHOPS - YES

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WHAT'S THE WORKSHOP ABOUT?

The hallmark of highly effective salespeople and contractors is the ability to: clearly communicate the benefits of what you are selling, understand the client's needs and wants, organize the information so that it is compelling and flows like a story, and be able to speak comfortably on the spot to engage and persuade your customer.

This highly interactive and effective presentation skills class uses acting techniques and experiential activities that gives participants a chance to learn and practice communication and sales skills that will help them engage more openly with others, speak extemporaneously with more confidence, ask and respond to difficult questions, understand their audience, and tell a compelling story that captures interest and attention. Participants will Learn and practice the skills that will help them engage and convey ideas with authority, confidence, and clarity. Remember, an engaging presentation creates an attentive customer. This class will help anyone open and close more sales.

AFTER TRAINING PARTICIPANTS WILL:

- Increase presentation confidence & skills
- Understand and practice framing benefits statements
- Recognize their speaking styles & connect with others with different styles
- Speak extemporaneously with confidence
- Use questioning techniques that focus others
- Employ body language and facial expressions persuasively
- Tell stories that involve, engage, and motivate
- Use feedback techniques that build enhance relationships
- Communicate more effectively both internally and externally
- Deal with difficult or hostile questions easier
- Close more sales

WHAT PARTICIPANTS WILL TAKE HOME:

- Video disk of their presentations
- Training Workbook for continuous improvement
- Public speaking self-assessment for future growth
- Individualized coaching from professional public speakers and coaches