



## ▶ The *ART* of Making Powerful Effective Presentations *“Speak Professionally – Benefit Personally”*

### **You will Learn How to:**

- Speak effectively before any size group
- Sell yourself and your ideas
- Improve job performance and production
- Control anxiety and inhibition
- Avoid death by powerpoint
- Heighten interest when you speak
- Conduct and control Q and A sessions

*“Given the increased demands of today’s communications-intensive environment, executives, managers and sales people must be effective in any situation. And since a major portion of one’s effectiveness lies in their ability to inform, influence, persuade, and motivate, they must be highly skillful in face to face communication, making presentations, and speaking in public”*

### **Customized In-House Workshop Features**

Small group format: Maximum 12 participants

Personal coaching from workshop leader

Individual videotaping

Effective and efficient half day program

Cost: \$4,500.00  
*(plus travel expenses)*

Contact:

**Davis Executive Training**

7118 Lake Run Circle / Birmingham, AL 35242

**205.706.0975 or 205.915.0630**

## ▶ You're in Good Company

Here is a partial listing of companies and organizations whose executives, managers and sales people have benefited from the practical skills taught in this workshop.

American Express  
Radiator Specialty Co.  
Ducks Unlimited  
IBM  
AT&T  
Apple, Inc.  
Hertz Corp.  
General Electric  
Merrill Lynch  
Boise Cascade Corp.  
AXA / Equitable

Jaycees  
Raymond James  
Southern Bell  
Wachovia  
Dow Chemical  
Motorola  
A.G. Edwards  
UBS Securities  
Delta Airlines  
Sperry  
Pacific Life

Church of the Highlands  
U.S. Postal Service  
Protective Life  
Sun America  
International Paper  
Smith Barney  
AmSouth  
Bank One  
Pro Equities  
First Protective  
Royal Cup Coffee

### What participants have to say about this workshop:

“I was a little hesitant to attend your presentation skills workshop at first. After the first participatory session I quickly realized that I was learning skills that will be beneficial not only in seminar situations, but in everyday one on one appointments as well.”

*Mark Kopkin – UBS*

“This was not a lecture or seminar. What made this workshop different, and what made it work, was everyone participated! I learned skills I could put to use immediately and use the rest of my life.”

*Derek Winegard – Financial Advisor*

“The video replay aspect of your program places it above any communicative skills workshop I have taken or looked into. I am a much more confident speaker now that I have taken the course.”

*Jacques Aebli III – Planned Management Corp.*

“I have been attending corporate seminars arranged by AT&T for about 10 years now, and none were more exciting than or as mentally stimulating as yours. In selling my product, I have to communicate concisely in face-to-face sales contacts every day. It is important that I make each phrase count. I found the ideas and techniques both enlightening and on target. It raised my confidence level and made selling a little bit more fun.

*Martin Sondey – AT&T*

“I have spoken in courtrooms as a trial lawyer as well as before groups as a seminar lecturer. Your workshop was fun. I obtained a lot of good, useable information in a very short time.

*James Willingham – Attorney*