



DALE CARNEGIE®  
TRAINING

It's time to get human again with Dale Carnegie Training® – the original and still the best resource for developing the people side of business.

## Communicators get ideas across with enthusiasm and poise.

A presentation is one of the most important tools you have in business for getting things done. Whether you're persuading colleagues, selling a client, energizing a team or showing an idea to senior management, the power of your presentation makes the difference between success and failure.

With so much riding on your presentation ability, you won't want to miss this opportunity to sharpen it to perfection.

The experience in this seminar is as close as you can get to having a personal coach. You begin presenting from almost the moment you walk into the class. You present at least seven times over the course of two days. Your presentations are videotaped and evaluated. And you get expert, one-on-one coaching at the end of each presentation.

We are so confident that the immersion method used in *High Impact Presentations* will make you a star presenter that we make this unique, additional guarantee: If, after your first real presentation upon completion of this seminar, no one congratulates you on your new ability, just let us know and we'll refund your money. It's that simple.

The class is small. The environment is supportive. The work is intense. And the results are outstanding. Join us.

Note: Because of the one-on-one coaching, class size is very limited. Register now to insure a spot in this great experience.

### What Our Customers Are Saying

"Gaining credibility was a critical step in fulfilling our mission to improve the delivery of healthcare. Dale Carnegie Training® complements our internal training efforts by providing a well-structured program for improving performance."

Matt Anders  
Director of Customer Service  
Press Ganey Associates, Inc.



For the most up-to-date listing of class schedules, and for more information, please visit us online at:  
[www.dalecarnegie.com](http://www.dalecarnegie.com)



The vast majority of Dale Carnegie Training® local franchising organizations in the U.S. have been accredited by the Accrediting Council for Continuing Education and Training (ACCET).

The Quality Management System of Dale Carnegie® Global Services is ISO 9001:2000 certified.

# HIGH IMPACT PRESENTATIONS

| Process                                 | After this program, you will be able to:   |
|---|--|
| 1. Creating a Positive First Impression | Identify personal objectives for the training<br>Develop rapport with the audience<br>Project professionalism and competency   |
| 2. Increasing Credibility               | Communicate with enhanced credibility<br>Project enthusiasm<br>Communicate competency with confidence<br>Reinforce an informative message with supportive evidence   |
| 3. Presenting Complex Information       | Develop flexibility in making complex material simple and understandable<br>Communicate information in an interesting manner<br>Relate to the audience at their level<br>Follow a logical progression of ideas                                     |
| 4. Communicating with Greater Impact    | Develop increased flexibility through the use of expressions, gestures and voice modulation<br>Demonstrate ownership of unfamiliar material<br>Present written material in a captivating manner<br>Overcome barriers that restrict our flexibility |
| 5. Motivating Others to Action          | Present in a results-oriented way<br>Persuade an audience to take action<br>Be motivational, clear and concise   |
| 6. Responding to Pressure Situations    | Maintain professional composure under pressure<br>Communicate clear, concise, positive messages<br>Sell strategic ideas, self and organization<br>Communicate leadership ability to handle stressful situations                                    |
| 7. Inspiring People to Embrace Change   | Logically and emotionally appeal to the audience<br>Use structure to gain the confidence of the audience<br>Be convincing  |

Time Commitment: Two days