

# Very Impressive Presentation

A one-day or two-day presentation skills workshop for business presenters and employees of all levels. Two trainers are required to privately coach participants to ensure rapid skill improvements. As course pre-work, participants complete an interactive 2-hour eLearning module on designing a compelling presentation.

*"There are three speeches for every one you gave; the one you practiced, the one you gave, and the one you WISH you gave."* – Dale Carnegie

## Course Overview

Speaker confidence can make the difference between a "good" presentation and an "impressive" presentation. In this dynamic 1 or 2 day workshop, participants learn appropriate physical skills (including posture, movement, gestures and facial expressions), eye communication, and vocal skills to be highly effective in front of groups. Participants then practice these skills six times. Nervous presenters become confident and competent. Videotaped presentations followed by private review sessions with a coach add unique value to this highly interactive workshop. Due to course pre-work, participants come to class with a prepared formal presentation and can therefore focus solely practicing their delivery skills and being coached for improvements on platform skills.



## Participants Comments

"Loved the way the program built sequentially, breaking down components of an effective presentation delivery. The video recorded practices and coaching was invaluable! Time flew by!" (Goldman Sachs)

"The course feedback was super! All the participants enjoyed the class very much!" (Nokia)

"The class is by far the best course I have ever taken!" (Dr. Pepper Snapple Group)

## Learning Objectives

- Decrease nervousness through positive psychology techniques and physical exercises
- Increase energy and enthusiasm by channeling nervous energy appropriately
- Move with purpose to keep audience attention
- Use hand gestures to match the message to increase understanding
- Maintain audience eye contact to build rapport and trustworthiness
- Use vocal skills for impact and suspense, including elimination of 'fillers'
- Analyze audience and develop presentation content to be 'audience centered', credible, and persuasive
- Develop a strong opening and closing to get attention and move others to action
- Use speaker notes appropriately to appear confident and knowledgeable
- Create colorful, simple, and memorable visual aids for impact and understanding
- Use visual aid technology appropriately to maintain audience eye contact and audience attention
- Set up a Q&A session and handle audience questions with credibility, even when you don't know the answer

# Value Proposition

Our specialty is in teaching **Presentology** – the study of developing and delivering compelling presentations to prompt others to think, feel or do something differently.

## Business Need

Does your organization need to drive sales and build loyalty with your customers?

Are your employees equipped to present technical information to their teams so that others understand the business and perform better?

## Flexible Learning Options

To ensure comprehensive presentation skills in your employees, including platform delivery skills, the 1 or 2 day VIP program is the best option. For those who only need to learn how to develop a presentation outline and create effective visual aids, we offer our VIP eLearning. This self-paced, interactive 2 hour module includes entertaining video clips, informative examples and a reusable job aid for planning future presentations.



## Value Proposition

Peck Training Group helps organizations and their teams gain results faster and more effectively by learning how to deliver compelling and persuasive presentations through the highly acclaimed VIP/Very Impressive Presentation™ program.

## Expertise

Our proven methodology in presentation skills training includes:

- **Private Coaching to Improve Quickly:**  
A Private Coach works with each participant in a separate room to immediately and frequently review their skill practices, critiquing and correcting their skills (in a safe environment) before asking them to try again in class.
- **Live Coaching to Correct Bad Habits:**  
Our Live Coach behind the camera works to “retrain the brain” by correcting participants mid-stream during each practice session. This allows participants to course correct quickly to apply new skills. They then see the proof of their improvement, the ‘before and after’ in their private coaching review. Their improvement is undeniable!
- **Frequency of Practice:**  
Practice makes perfect. In a 2-day program, participants practice in front of the group six times, and with a partner twice. This leads to rapid performance improvements.
- **Cumulative Skill Building:**  
Each presentation skill is mastered before another skill is taught and practiced by participants, thus building their skills cumulatively which cements all their skills.
- **ROI Measurement:**  
Every participant walks away with an SD card of their practices to review later and to realize the improvements made in class.



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# Blended Learning

We leverage technology pre and post-class to teach persuasive presentation outlines and appealing visual aids, which allows for targeted practice and coaching sessions in the classroom.



## Step 1 eLearning Module: Designing Compelling Presentations for Business

Develop targeted content for the right audience, including a dynamic opening and closing, and create meaningful visuals to match the message... all in a 2-hour, interactive, self-paced, online module taken before participants attend the training class.

[VIP eLearning Module Quick Tour](#)



## Step 2 ILT Workshop: VIP/Very Impressive Presentation

Attend a dynamic 1 or 2-day class to learn and practice the platform skills needed to persuade an audience. Participants focus on delivering their message using their physical, eye contact and vocal skills through multiple video recorded practices, then review their practices with a private coach to immediately learn and apply changes necessary to succeed in presenting. In addition, they learn how to handle audience questions with credibility, even when they don't know the answer. In the longer 2-day program, content can be customized to include such topics as "Delivering an Elevator Pitch" or "Dealing with the Press at Trade Shows".



## Step 3 mLearning Video: USTAR model in Presenting

View a 3-minute video where cartoon characters work through a presentation challenge and help reinforce the USTAR presentation skills learned in the VIP Workshop. This video can be downloaded to smartphones to watch "just in time" and "on the go" while traveling to an important customer meeting or right before presenting at work.