

Communicating Safely

Key Objectives

Managing change

Improve communications skills

Increase presentation effectiveness



Garrison Wynn • Wynn Solutions

(713)864-2902 • Fax: (713)524-3636

Garrison@wynnsolutions.com • Wynn solutions.com

Suggested Agenda

Accepting decisions and working as a team

How to effectively deal with change

The truth about trust

Listening like a leader

Selling your ideas

Being the best vs. being consistently chosen

Managing expectation and emotions

The characteristics of top negotiators

Selling safety: The specifics of your message

How to effectively explaining your value: Impact and content

How to leverage relationships

Effective questioning strategies

Handling objections

Gaining agreement

Stage presence: Putting passion and power into your presentation

Getting their attention: From technique to talent

Being interesting and holding their attention: *Role-play*

Humor and entertainment value: Ideas, do's and don'ts

Create a concise presentation from too much information

Eye contact and body language: Delivery systems in motion

The truth about confidence: Preparation and perception

How to create the action you want you audience to take

Your core message and supporting beliefs: Reducing accidents

How to develop signature stories that make your point

Your opening: Defining the problems

The body of your presentation: Information delivered

Your closing: Solutions and summaries

Follow-up program in 12 weeks

What's working and what's not

Change and team building revisited

Tracking buy-in

Stage presence and structure: Results and feedback

Management implementation process

Training the trainer: Continuing the process

Monitoring events and measuring progress

Evaluations: Quantify overall productivity

Coaching: Helping your people achieve their goals

Professional Fees

Presentation of one-day session

Recommended group size

Presentation of follow-up program

Management implementation process

(These fees include any and all research, materials, handouts or supplies)

Expenses

Reimbursable applicable expenses are limited to those associated with travel (coach airfare, lodging, rental car, taxi, etc.)

Payment

An invoice will be submitted in advance. Payment on or before the day of the event(s) is expected.

Assessment Tools Available

Team member assessments are available to help quickly identify strengths and weaknesses. Tools include online assessments, one-on-one interviews and historical data reviews to determine the most effective ways to help team members maximize their talents.

Available online assessments for team members include:

Personal Interests, Attitudes and Values

Critical Work Skills

Managing for success– Includes communication assessments

Strategy Index

Complete Sales Profile