

# HIGH IMPACT PRESENTATIONS

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TO REALLY **CONNECT**,  
GET OUT FROM  
BEHIND THE SCREEN  
AND **GO LIVE!**



*Present compelling messages*

*Project confidence and enthusiasm*

*Sell yourself and your ideas*

*Earn trust through credibility*



**DALE CARNEGIE®  
TRAINING**

# 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.

Develop Your Organization's Competitive Edge - People

## Process

1. Creating a Positive First Impression
2. Increasing Credibility
3. Presenting Complex Information
4. Communicating with Greater Impact
5. Motivating Others to Action
6. Responding to Pressure Situations
7. Inspiring People to Embrace Change



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# High Impact Presentations Course Schedule

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After this program, you will be able to:

- Identify personal objectives for the training
- Develop rapport with the audience
- Project professionalism and competency
- Communicate with enhanced credibility
- Project enthusiasm
- Communicate competency with confidence
- Reinforce an informative message with supportive evidence
- Develop flexibility in making complex material simple and understandable
- Communicate information in an interesting manner
- Relate to the audience at their level
- Follow a logical progression of ideas
- Develop increased flexibility through the use of expressions, gestures and voice modulation
- Demonstrate ownership of unfamiliar material
- Present written material in a captivating manner
- Overcome barriers that restrict our flexibility
- Present in a results-oriented way
- Persuade an audience to take action
- Be motivational, clear and concise
- Maintain professional composure under pressure
- Communicate clear, concise, positive messages
- Sell strategic ideas, self and organization
- Communicate leadership ability to handle stressful situations
- Logically and emotionally appeal to the audience
- Use structure to gain the confidence of the audience
- Be convincing



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)



### 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.

# The Bottom Line...

## HIGH IMPACT PRESENTATIONS DELIVERS RESULTS

### Automotive

Audi  
Auto 2000  
BMW AG (Wallis Motors RT)  
DaimlerChrysler Mexico S.A. de  
C.V. / Mercedes Benz  
Ford Motor Company  
General Motors Acceptance Corp.  
GM AC Delco  
Gwinnett Place Honda  
Mercedes-Benz  
Pilkington Automotive Limited  
Porsche AG (Hungaria Kft)  
Quality Dealerships  
Skoda  
Toyota Astra Motor  
Toyota Motor Sales, U.S.A.

### Communications & Information Systems

ABC Cable Networks Group  
Alcatel Indonesia  
Ampro Computers, Inc.  
Aspect Communications  
AT&T  
Bellsouth Telecommunications  
Clear Channel Communication  
Comcast Cable  
Computer Associates International  
Cox Communications  
Globe Telecom  
Information Support Services Ltd  
Meyer Communications  
Standard & Poor's  
SunCom  
Telkomsel  
TELMEX  
Time Warner Cable  
Verizon  
Westel Mobile Telecommunication Co.

### Education

Cardean University  
Colorado State University  
Fordham University  
Harvard University  
London Business School  
Penn State University  
Purdue University  
St. Lawrence University  
Universitas Surabaya  
Universidade Potiguar  
Universitas Kristen Petra  
Washington State University

### Energy Services

Alstom Power  
BP Chemicals  
Chevron Energy Solutions  
EXXONMOBIL  
Kondur Petroleum  
Kuwait Oil Company  
Phillipinas Shell Petroleum  
Shell Oil Products

### Financial & Insurance Services

ABN Amro Bank  
AEGON Insurance Co.  
Aetna  
Al Rajhi Bank  
AutoOne Insurance  
Axa Insurance  
Ahold Financial Services  
Allstate Insurance Company  
American Express  
American Equity Investment Life  
Banco de México  
Bank of America  
Bank Central Asia  
Bank of New York  
Bank of Tokyo-Mitsubishi  
BMW Financial Services  
Charles Schwab  
Cigna Insurance  
Citigroup  
Commercial Bank of Kuwait (CBK)  
Community National Bank  
Deloitte & Touche  
Discover Card  
Empire BlueCross BlueShield  
Equitas  
Farmers Insurance Group  
First Community Bank  
Fleet Bank  
Florida First Bank  
Hawaii USA Federal Credit Union  
Housing Authority Insurance Bank  
JP Morgan Chase  
KPMG  
Merrill Lynch  
Moneycentre  
Municipal Credit Union  
Navy Army Federal Credit Union  
Nordea Bank Sverige  
Progressive Insurance  
Prudentialife Plans Inc.  
Sovereign Bank  
State Bank of India  
State Farm Insurance  
Washington Mutual

### Food & Beverage

Anheuser Busch  
Butter Krust Baking Company  
Campbell Soup Company  
Cargill  
Coca Cola Enterprises  
Coors Brewing Company  
Frito Lay  
Hatfield Quality Meats  
Hormel Foods  
Interbrew  
National Beef  
Nestle Purina AB  
Pepperidge Farm, Inc.  
Sara Lee Corporation  
Stanflico a Division of Dole Phis  
Unilever  
YUM! Brands, Inc.

### Healthcare & Pharmaceuticals

Abbot Laboratories, Inc.  
AstraZeneca  
Aventis Co.  
Bayada Nurses  
Bayer Inc.  
Bayer Indonesia  
Boulder Community Hospital  
Bristol Myers Squibb  
Capital Health Management Group  
CareCentric, Inc.  
Charleston Naval Hospital  
Dankos Laboratories Tbk  
Evans Vaccines Ltd  
GlaxoSmithKline  
Health Point Medical Group  
IDEXX  
ImClone Systems  
Jacob Healthcare  
Johnson & Johnson  
Kwong Wah Hospital  
Laboratorium Klinik Prod.  
Lab Klinik Prodia  
Medical Center, Upstate California  
Merck & Co.  
Parmed Pharmaceuticals, Inc.  
Quest Diagnostics  
US Department of Health and  
Human Services  
Warren Hospital

### Hospitality

Aladdin Resort & Casino  
Argosy Casinos  
Clarion Hotel  
Dwidaya Tour & Travel  
Four Seasons Hotel, Las Vegas  
Hampton Inn & Suites  
Hilton Hotels  
Hotel Caesar Park  
Hotel Kristal  
InterContinental Buenos Aires  
Kahala Mandarin Oriental Hawaii  
Palmer House Hilton  
Radisson Hotels  
The Breakers Palm Beach

### Manufacturing/Shipping

Adidas  
Alcan Packaging  
Alumindo Light Metal  
Astra International  
BASF  
Baker Concrete Construction  
Caterpillar, Inc.  
Delami  
DOW Chemical  
Dupont Indonesia  
FCX  
Federal Express Corp.  
Hitachi Metals America, LTD  
Honeywell  
Hong Kong Oxygen & Acetylene Co. Ltd  
Hunter Douglas

### Indah Kiat Pulp & Paper

Ingenieria Gastronomica S.A.  
Ingersoll-Rand  
Innogy  
International Truck  
JanPak  
John Deere  
Lear Corporation  
Liz Claiborne  
Marvin Development  
Mitsui O.S.K. Lines, Ltd.  
Multi Garmentjaya  
Nucor Steel-Indiana  
Phillip Morris  
Robb and Stucky  
Samudera  
Sappi UK  
Securitas  
Solutia  
Star Shipping Argentina S.A.  
Superior Manufacturing & Hydraulics  
Synthes  
Target Worldwide Express  
Tetra Pak PT  
Thomas & Betts  
Tirtha RIA  
United Distributors  
USA Screen Printing  
3M Company

### Retail

ACE Hardware  
Ahold  
Best Buy  
Blockbuster  
Conn's  
Costco Wholesale  
Dominos Pizza  
EMHCO (Dunkin Donuts)  
Enterprise Rent-A-Car  
Fila USA  
Home Depot  
Hy-Vee  
Jeld-Wen  
McDonald's Corporation  
Outback Steakhouse  
Radco Food Stores  
Radio Shack  
Staples  
Stop and Shop  
Target Corporation  
Taskers DIY  
TJ Maxx  
Wal-Mart  
Wawa  
Weis Markets

### Service Companies

1-800-FLOWERS.COM  
ADT Security Systems, Inc.  
American Dental Service  
American Heart Association  
American Red Cross  
American Society for Quality

### ARAMARK

Bonita Springs Utilities  
BBC Worldwide  
Chicago Bulls  
Cinecolor Argentina  
Dixie Plumbing Services  
Finning Inc. (Canada)  
Hapag-Lloyd  
HDR Engineering  
Jasa Marga  
Kaplan Higher Education  
K-Force  
Kier Group  
Manpower  
Manchester City Football Club  
March of Dimes  
Morgan Cole  
McCann Erickson Indonesia  
Northrop Grumman  
NYC Department of Corrections  
NYC Transit  
National Service Cooperative  
Ocean International Suppliers, Inc.  
Pal Indonesia PT  
Paychex, Inc.  
Perini Building Company  
Plumbase Ltd  
Practice Works  
Reed & Mackay Travel Ltd  
Skanska USA  
Structure Tone  
Superior Ambulance Service, Inc.  
Thomson Learning Iberoamerica  
UCI UK  
United States Postal Office  
United Water  
United Way of America  
US Coastguard  
US Food Service  
US Navy  
Unicef  
United Tractors  
US Department of Veteran Affairs  
Winwholesale/Primus

### Technology

Amcom Software  
Apple  
Applied Systems  
Binatone Electronics International Ltd  
Ciudad Internet  
Gateway  
IBM  
Intel  
Microsoft  
Motorola  
Oracle  
VoxCom  
WebMD



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TRAINING**

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