



**Collaborative Selling Skills:**  
Nuanced Skills for High Performing Sales Professionals and Teams

**Mastering the Message:**  
Nuanced Sales and Presentation Skills for High-Performing Sales Professionals and Teams

**Solve a Problem, Make a Sale:**  
A NuPro Intro to Selling (also for veteran professionals new to sales)

**Collaborative Consulting Skills:**  
When Selling is an Inside Job

**Dynamic Team Selling:**  
Leveraging Our Collective Strength & Diverse Expertise

**Mastering the Medical Message:**  
Positioning Value & Bringing Insight for Sales Reps with Seconds at Stake (*pharma, high-tech*)

**Mine Your Own Business:**  
Networking That Works

**Collaborative Negotiations:**  
Agreeing in Terms After Agreeing in Principle



**Presenting Yourself & Your Ideas with Impact:**  
Skills for Crafting Compelling Content and Delivering With Confidence – for Audiences of One to One Hundred

**The Five Hip Pocket Presentations:**  
How to Craft and Convey Your Core Messages for Just-in-Time Delivery (*structured, not scripted*)

**Standing Up & Standing Out:**  
Presentation Delivery Skills for NuPros and Those New to Public Speaking

**Presentations That Inform, Engage & Inspire:**  
Effectively and Confidently Share Scientific Data with Colleagues and Peers (*pharma*)

**Presentations That Inform, Engage & Inspire:**  
Effectively and Confidently Share Technical Data with Bosses, Boards and Buyers (*tech resources*)

## Impact Six Essential Skills that Improve Your Bottom Line

**RECOMMENDED FOR:** professionals and teams with client-facing responsibilities, and the leaders who love them

**PROVEN & TAILORED WITH:** global organizations in Financial Services • Professional Services • Media Pharmaceuticals • Biotech & Healthcare • Hospitality

**THE LEARNER EXPERIENCE:** designed to: **ASSESS > TRAIN > MEASURE > SUSTAIN** performance (HBDI Assessment Technology integrated as needed)

**LOGISTICS THAT FIT:** your time, budget and global (or local) geography



**Leader as Coach:**  
Reinforcing Key Sales Performance Behaviors

**Leader as Team Coach:**  
Reinforcing Key Sales Performance Behaviors for Teams

**Leader as Color Commentator:**  
Learning and Supporting Mission-Critical Behaviors Alongside Your People

**Real Deal Partner Coaching:**  
Supporting and Sustaining Improved Team Performance in Real Time

**Cultivating a Peer-Coaching Culture:**  
Practices that Support Continuous Learning



**Meetings @ Work:**  
Straight-forward Skills for Facilitating Collaborative Meetings

**Remote Meetings @ Work:**  
Optimizing Connection Through the Lens of Technology

**The Collaborative Classroom:**  
Facilitation Skills for Maximizing Audience Participation and Learning

**Breakout Session Savvy:**  
Facilitation Skills for Speakers Bureau Faculty (*pharma*)

**Breakout Session Savvy:**  
Engaging Expert Audiences and Leading Powerful Discussions (*tech/science resources*)

## LET'S WORK TOGETHER:

- PLAN**
  - A collaborative process (*ensures flawless implementation*)
- TAILOR**
  - Ready&Relevant® Courses (*targeted tailoring of exercises and cases*)
  - OR Tailored Treatments® (*extensive tailoring of exercises and cases*)



**Write to the Top:**  
Best Practices for Business Writing

**Upside-down Proposals:**  
Client-first Formats That Define & Deliver Differentiated Solutions

**Real Deal Coaching for Business Writing:**  
Individual and Team Work Sessions

- TRAIN**

DELIVERY OPTIONS:

  - Top-notch Seasoned Facilitators (*we know your business*)
  - OR Trainer Certification (*in-house delivery*)



**Take the Guessing Out of Dressing for Work:**  
A Collaboration with the Fashion Institute of Technology (FIT)

**Winning @ Work:**  
How Personal Impact Supports Professional Advancement

**The Pulse of the Office:**  
The Power of Your Professional Brand

**Executive Presence:**  
Influencing with Integrity and Gravitas

- SUSTAIN THE LEARNING**

Follow-up with Skill Drill Workshops, Keynotes, On-line Learning (*in the works*), the Leader as Coach series (*smart ways to involve leaders before, during and after training*)

**NuPros** Ask about The Job Readiness Passport for New Professionals