



Mastering the Message
Nuanced Sales & Presentation Skills for Client-facing Professionals and Teams

Solve a Problem, Make a Sale
High Impact Selling Skills for NuPros & Seasoned Pros Who Are New to Sales

Dynamic Team Problem-Solving
Harnessing the Brilliance of the Team— from Problem to Plan

Collaborative Negotiations
Agreeing in Terms After Agreeing in Principle

Mine Your Own Business
Networking Skills for Expanding Contacts & Deepening Connections

Collaborative Consulting Skills
When Selling is an Inside Job

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



Presenting Yourself & Your Ideas with Impact
Craft Compelling Content and Deliver With Confidence – for Audiences of One to One Hundred

The Five Hip Pocket Presentations
Craft & Convey Essential Sales Messages for Just-in-Time Delivery— *Structured, Not Scripted*

Standing Up & Standing Out
Develop & Deliver Killer Keynotes That Inform, Engage & Inspire



Leader as Coach
Reinforcing Key Sales Performance Behaviors

Cultivating a Peer-Coaching Culture
Practices that Support Continuous Learning

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



Meetings @Work
Straight-Forward Skills for Facilitating Collaborative Meetings

Remote Meetings @ Work
Optimizing Connection Through the Lens of Technology



Write to the Top
Best Practices for Business Writing

Upside-down Proposals
Client-centric Formats That Define & Deliver Differentiated Solutions



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

Executive Presence
Influencing with Integrity and Gravitas

NuPros



Ask about The Job Readiness Passport, a training series for New Professionals

Impact Six Essential Skills that Improve Your Bottom Line

RECOMMENDED FOR professionals and teams with client-facing responsibilities, and for 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 accelerate performance:

ASSESS > TRAIN > MEASURE > SUSTAIN

HBDI and other Assessment Technology is integrated as needed.

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

AGENDAS: One-day, two-day, half-day, and keynote versions upon request.

Please note: our billing is for full day only; no half-day fees are available. As such, please pair two half-day sessions to make a full-day workshop.

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*)

TRAIN

DELIVERY OPTIONS: ILT/VILT

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

- ONLINE/VILT
- Desktop
 - iPad
 - Smartphone
 - Platform Agnostic

SUSTAIN THE LEARNING

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