



## **Workshop Abstracts**

### **Session: The Top Performer's Guide to Presentations**

Financial Advisors need to have a multitude of skills to be at the top of their game. One critical skill is the ability to give powerful and persuasive presentations to groups and individuals. In “The Top Performer’s Guide to Presentations” we equip Financial Advisors with a process to improve both their style and structure when presenting.

#### **The Workshop**

In this interactive session Financial Advisors will:

- ✓ Learn a specific format for giving one-on-one or group presentations
- ✓ Practice the art of analogies and building powerful stories that will move people to action
- ✓ Build their presentation skills confidence
- ✓ Understand how to avoid common presentation pitfalls
- ✓ Create a process for sharing their value and uniqueness

Participants will leave the session with the ability to immediately take their presentation skills to the next level.

#### **Optional Materials**

An optional resource for the session is Dr. Tim’s book “The Top Performer’s Guide to Speeches and Presentations” which can be purchased at \$8.95 per book.

#### **Contact information**

For further information on these sessions feel free to contact us at Advantage Coaching & Training, Inc., 480 East Roosevelt Rd; Suite 105, West Chicago, IL, 60185; phone: (630) 293-0210 x 102; email: [info@advantagecoaching.com](mailto:info@advantagecoaching.com).