



KEYNOTE TOPICS

By Dave Sherman

Breaking the Ice: Creating Connections with Just about Anyone

(60–90 minutes)

One of the main reasons why people go to business meetings, sales conferences, industry conventions, and trade shows is to meet and connect with new people. Unfortunately, most people aren't very good at making these valuable connections because NO ONE EVER TAUGHT THEM WHAT TO DO! This program addresses:

- Why networking doesn't work
- Two keys needed to create connections
- How to overcome obstacles in creating connections
- The power of proper body language
- Some of the greatest icebreakers of all time
- and SO MUCH MORE!!

(This is the PERFECT opening at any meeting, conference, or convention because it not only shows people how to make connections; it allows people to start making these connections IMMEDIATELY!)

Elevating Your Elevator Speech: A Powerful Way to Answer the Question "What do you do?"

(60 – 90 minutes)

One of the most frequently asked questions at a networking event are "What do you do?" Unfortunately, most people don't have a great answer to this simple question. Attendees will learn the steps necessary to create a powerful message that will not only tell people what they do but why they should be doing more business with you. In addition, they'll also learn the fine points of delivering that 30-second commercial.

Key Points:

- Learn how to answer the question, "What do you do?"
- Learn how to develop the perfect opening line
- Establish the heart beat of your elevator speech
- Gain confidence in delivering your elevator speech
- And more...

Overcoming the Obstacles to Creating Connections

(60–90 minutes)

When it comes to meeting and connecting with people, the worst enemy is found internally. Feeling comfortable or confident enough to make first contact with new people can be difficult and threatening. This program is the most in-depth program offered by Connection Pros. With the use of a 151-question assessment tool, you'll discover the "whys" behind all the fears and discomforts about making meaningful connections.

Your attendees will learn how to feel more confident when approaching people, how to be more comfortable following up with new contacts over the phone and how to overcome the internal reasons why people avoid making connections.

Other Inspiring Sessions

10 Ps and a KISS – Overcoming the FEAR of Public Speaking

(30-60 minutes)

There are people in this world that would rather DIE than speak in public. Enjoy a fun, interactive, production session to overcome those fears. Learn techniques to become more comfortable when interacting one on one or when speaking to a large group. Learn the simplest way to overcome speaking fears, the seldom-explained 20-60-20 rule, the fallacy of perfection, and the easiest way to INSTANTLY feel more comfortable.

THE FIVE GREATEST MISTAKES PEOPLE MAKE WHEN TRYING TO CREATE CONNECTIONS WITH OTHERS

(30 minutes)

This quick, fast-paced program will give a quick overview of HOW creating connections should be done. It will dispel five of the biggest mistakes about meeting and connecting with other people. The attendees will understand the importance of learning correct methods for shaking hands with a woman, meeting high status people, who should speak first and so much more.

All programs are customized. For information, contact: Paula Wigboldy, 480-785-2886.