

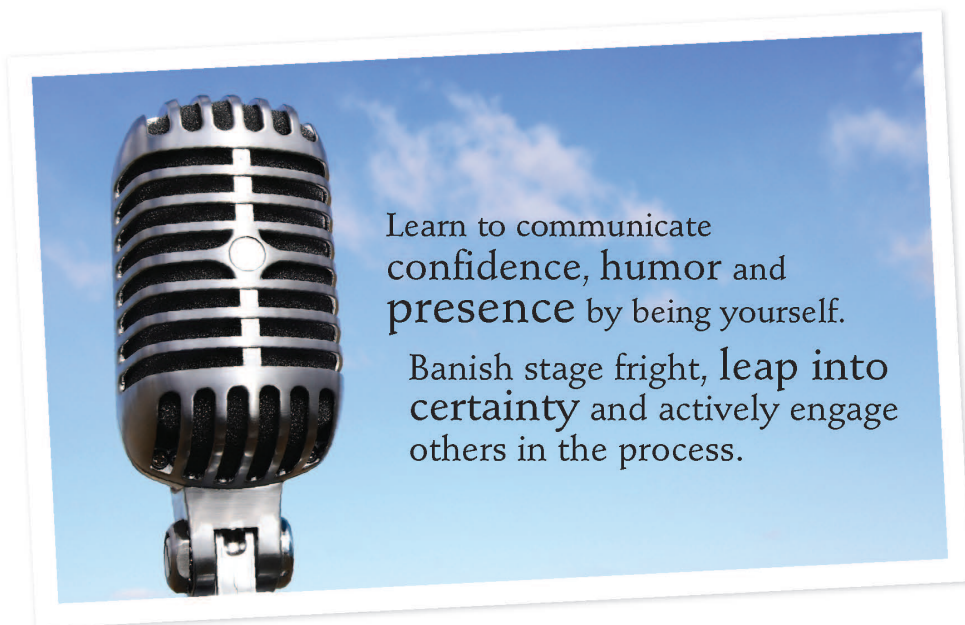
Art of Exchange™

Communication Skills Training



Build your communication skills

- Learn how improv actors really do “think fast on their feet”
- Discover the secrets sales pros know
- Understand the clues people give on their way of communication



Contact us at 1.502.893.4546

Our Workshops

Presentation Skills

Learn basic improv skills, confidence and presence, how to read the audience. “How to think fast on your feet and play to your strengths.” Recommended group size: 10-12.

Group: \$3,700 full day
Group: \$2,700 half day
Individual: \$325 per hour

Media Training

Learn the art of the interview and how to master the sound bite. Improv skills to “think fast on your feet”. Designed for multi-media formats. Recommended group size: 6-8.

Group: \$3,700 full day
Group: \$2,700 half day
Individual: \$325 per hour

Sales Secrets

Discover the secrets of master salespeople—how to harness key listening skills, read decision points, and reduce communications barriers. Leverage improv techniques to increase results. Recommended group size: 10-12.

Group: \$3,700 full day
Group: \$2,700 half day
Individual: \$325 per hour

Conference Speaking and PowerPoint

Take your next conference to the next level: create compelling presentations that engage your audience. PowerPoint and content review, delivery coaching with proven improv strategies. Recommended group size: 6-8.

Group: \$3,700 full day
Group: \$2,700 half day
Individual: \$325 per hour

Art of Exchange Philosophy

Improv, Sales, and NLP

What on earth do improv acting, sales and neurolinguistic programming have in common? They all tap into the art of communications, and how we as humans relate to each other.

Improv teaches us to “think fast on our feet”. The actors really do make up the scenes as they go along. But they’ve rehearsed and practiced techniques to pull off the amazing scene creation you’ve probably witnessed on-stage or on television. How do they create scenes so seamlessly? By mastering skills through games that test their recall, focus and listening skills. You, too, can learn these skills, and apply them daily—from relating with your children to closing that huge deal.

Sales pros focus first on listening—to clearly understand what their customer is thinking and what and why they want to buy. Part of understanding their customer means learning to read their behavior and body language. How can you tell when a buyer has reached a decision point? When is more information needed, and when is it time to close the deal? Every buyer signals their intent in different ways, and our workshops help you to unravel the mystery and serve your customers better.

Every person has primary and secondary communications methods. By leveraging NLP fundamentals, you can learn how to “read” preferences, you can communicate more effectively with anyone by knowing how to “speak their language”.



Our Workshops for Groups or Departments

We offer custom workshops in half day or full day formats tailored specifically to your needs. Workshops include pre-training surveys, active learning, and individualized follow-up for each participant. We also offer one-to-one training for individuals.



The art of communication often means the difference between achievement and missing a mark. Yet it can be learned and mastered—every person has the skill inside, just waiting to be tapped!



Learn To

- ☞ Banish Stage Fright
- ☞ Create Confidence
- ☞ Acquire stage presence
- ☞ Learn the basics of breathing, diction and vocal projection
- ☞ Lead well by speaking well
- ☞ Tell the story! Learn how to get your point across so people remember
- ☞ Read & lead your audience
- ☞ Communicate power & humor
- ☞ Amp your energy—even if you don't feel it
- ☞ Focus your message—how to simplify your delivery
- ☞ Discover listening skills that sales pros know
- ☞ Make your message clear
- ☞ Read other people's primary communication mode—and "speak their language"
- ☞ Use your sense of humor: people like people who help them laugh!

Art of Exchange™

Communication Skills Training Menu

Corporate or Group Workshops

- Presentation Skills
- Media Training
- Sales Secrets
- Conference Speaking
- How to Amp Up PowerPoint (and make it dynamic)

Workshops are available in the following formats

- Full Day (6 hours)
- Half Day (4 hours)

Media Training (hourly or workshop basis)

- Group
- Individual

Individual Training

- Custom training available on hourly basis