



John Fallon Presents



Do You... need to develop a message that captivates both an audience of one and an audience of many or polish the platform skills you already possess to bring your presentations to the next level or turn your presentations from the everyday to a performance experience?

DESIGNING PRESENTATIONS THAT SING ***Design Techniques for Presentation Success***

For every successful presentation, there is a presenter who has mastered message development, has polished platform skills and designs effective image support materials in PowerPoint. You can be that presenter. The days where just a PowerPoint presentation or a "read from a script" packaged report was considered your presentation is over. For the message to be heard, believed and acted on, you as the presenter must be motivational, inspiring and engaging. Not everyone has the knowledge or skill sets they need to be a successful presenter, but they aren't difficult to learn and contrary to popular belief... good presenters are **MADE** not **BORN**. As presenters, it's in our best interests to make a good impression on our audiences because whether we like it or not, people make an impression about who we are in as little as eight seconds, then judge whether they want to work with us based on an impression. Most times that impression the audience sees is different than how we see ourselves.

By attending this presentation audience members will learn...

- Key attributes that real musicians use to WOW their audience!
- The #1 idea that will help your next presentation.
- The importance of entertaining, engaging, and personalizing a presentation.
- The #1 secret to move your presentation from average to awesome.

WORK ETHICS FOR 2020 AND BEYOND ***10 Identifiers Insuring Success in Education and Business***

Business and industry leaders have identified essential work ethics that should be taught and practiced in order to develop a viable and effective workforce. Does this mean that it's up to the business sector to provide this instruction? It's time for Education and Business to work together! Today, many students and employees view work ethics as being "old fashioned" or just involving whether they show up to work on time. Work Ethics involve much more than that... but do people understand what's considered as work ethics?

Work Ethics for 2020 and Beyond takes a hard look at what attributes really consist in the term "Work Ethic". By identifying, explaining and "fine tuning" these 10 attributes, we can set individuals on the path to success.

By attending this presentation audience members will learn...

- 10 attributes that employers consider imperative in new hires!
- The #1 mindset that will set potential employees apart.
- The importance of education and business sectors mirroring work ethics.
- The #1 secret to changing a work ethic.

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CUSTOMER SERVICE IS A TWO WAY STREET
Rules of the Road for Both Sides of the Counter

It's 2011 and your customers' expectations have changed. They can get their TV, music, shopping, and friends all "on demand" 24/7/365. They want what they want - when they want it - and how they want it. So, if you don't deliver at (nearly) Internet Speed, they will consider you substandard, lazy, or that you don't need the business...and on the "flip side"... How many times have you walked into a place of business only to be greeted by an employee taking a "personal call" on their cell phone, a "gum" chomping teen calling you "bub" or an employee with the personal communication skills of a gorilla.

Customer Service is a Two Way Street takes a hard look at the skills of others as well as the skills we demonstrate. By being able to "read" customers and employees better, everyone will benefit from the improved communication and customer service experience.

By attending this presentation audience members will learn...

- Attributes that both employers and customers consider imperative!
- The #1 skillset that set customer service experts apart.
- The importance of the correct presentation.
- The #1 secret to becoming a better customer

"CAN'T" IS JUST A FOUR LETTER WORD
Changing Attitudes from Negative to Positive

How many times have we allowed someone to determine our destiny just by telling us that we "can't"? Has the word "can't" ever stood between us and career advancement? Why do we allow the word "can't" to control our life and attitude? To many people, the word "can't" is an insurmountable obstacle that can ruin one's life. It doesn't have to because... everyone must realize that "Can't" is just a four letter word. "Can't" is just a four letter word puts our self belief system under a microscope, determines how it affects us psychologically and prepares us for success or failure..

By attending this presentation audience members will learn...

- Attitude can be everything.
- How to turn negatives into positives.
- The importance of believing in yourself.
- The #1 secret to becoming successful

Trainings, Breakouts and Workshops...

Develop your "Presentations That Sing" Message... Polish Your "Presentations That Sing" Platform Skills... Design Your "Presentations That Sing" PowerPoints... Refine Your "Presentations That Sing" Elevator Pitch, Execute "Presentations That Sing" Pecha Kucha Presentations and Create Your "Presentations That Sing" Interview Techniques

For full descriptions about these trainings, please visit our website at www.johnfallonpresents.com .