



# JAN FOX

4x Emmy Winner – Inspiring **((BOLD))** Speaking

## **((BOLD)) Speaking = Big Sales. Bottom-line!** **Sharpen Your SPEAKability – INCREASE Your Impact**

### **ARE YOU:**

- ◆ Going on sales calls, but losing power in your close?
- ◆ Presenting to prospects, but not persuading as effectively as you would like?
- ◆ Communicating lots of words, but not connecting with the clients?
- ◆ Leading a team, but not delivering your vision with passion?
- ◆ Creating new concepts, but not reaching your “Thought Leader” potential?

Researchers say that it’s not just what you say, but **HOW** you say it that matters.

This dynamic, interactive, action-packed seminar **guarantees** that you will walk out a more powerful, compelling client advocate. You’ll see and feel quick results with laser coaching tips from The **((BOLD))** Speaker System®.

- ◆ Learn one physical move that makes your new confidence seem almost palpable.
- ◆ Use your hands deliberately. Delete “Dreaded Hanger Disease”.
- ◆ Fix what you don’t like about your voice type. Do you know it?
- ◆ Avoid the voice “Flat line”.
- ◆ Cure the “uhms”, “errrs”, and “ahhs” – your sure message blockers – once and for all.
- ◆ Stop “Stall Language” that keeps you from getting to your close.
- ◆ Figure out where your eyes should REALLY look? And how LONG should you hold eye contact?
- ◆ Work the room like a pro. You’ll see what you need to do to deliver with power.
- ◆ Develop your Visual Rhythm.
- ◆ Cure Speaker Jitters.
- ◆ Learn steps to cure the Mind Blip – when you forget what you should be saying.
- ◆ Deal with “Death by Podium”.
- ◆ Understand Q&A is not the enemy. How to handle the difficult questioner.
- ◆ Put the POWER in your ppt. Make it memorable.
- ◆ Learn to use the proprietary 20 Minute Talk Outline Template. Makes making a presentation easy!
- ◆ Learn the EVA method to show Empathy, Validation, and Advocacy – almost an instant cure for “NO”.

### **DEVELOP BUSINESS STORIES**

Are you using stories, metaphors, case examples with the clients? If not, your impact cup is only half full. Work with Jan’s Quick Story Outline to start a library of usable stories. You have had many client successes. These are your best sellers! Stories change the pace of a meeting, the direction, the mood, the opinions, and even the financial outcomes.

### **THROW OUT THE PITCH**

Get OFF the Elevator. Throw Your Pitch Away. Practice the CHAT First, Pitch Later. Method® for winning clients. Engage. Relate.

### **REAL-TIME PRACTICE**

Participants will have a chance to experience laser coaching and will receive instant critiques. Fast results GUARANTEED.

**Each participant receives a minibuk of 5 Minute SPEAK TWEAKS® Practice Plans to do anywhere.**



*“Jan is one of the BEST speakers we have ever had at our events.”*

*Fred Diamond, Institute for Excellence in Sales and Business Development.*