



JAN FOX

4x Emmy Winner
Inspiring ((BOLD)) Speaking

Jan's Engagement Process and Your Investment

NEEDS ASSESSMENT

Jan delivers much more than your "day-of" program. To ensure the highest possible ROI (Return on Investment) she studies your company and your specific goals for the event. It starts with a short needs assessment. Jan customizes a targeted speech or seminar for your participants.

Marcia Snow, Jan's Business Manager, will send a Pre-Program Questionnaire to the designated meeting organizer to give Jan a more descriptive idea of expectations. She will also arrange a pre-program call for you and Jan to cover specific details about your goals and objectives to guarantee that your expectations are exceeded.

Jan will conduct a phone interview with 2-3 participants to better understand their specific expectations in their words. Clients comment that they find this step helpful in setting a tone and creating "buzz" about the event.

ON-SITE DELIVERABLES

- ◆ Interactive Keynotes with practical steps for ((BOLD)) Speaking – Quick Results!
- ◆ Full or Half-Day Highly Uber-engaging Seminars or Workshops
- ◆ Customized Seminar/Training Series, 2-4 days.

Day 1 - Learn Proprietary ((BOLD)) Speaking Strategies to strengthen client interface.

Day 2 – Present prepared 3-4 minute story or segment. Receive ON-Target Laser Coaching.

Day 3 – Return with coaching tips incorporated.

Receive additional coaching.

Day 4 – Business Storytelling

◆ 7 Steps to Address Speaking Jitters

◆ 8 Steps to Counteract a "Mind Blip"

◆ Each participant walks out with a Practice Plan.

FOLLOW-UP

Jan provides additional follow-up support for the team:

- ◆ Power Point and worksheets available 30 days after seminar at www.kiwilive.com
- ◆ Special time slots at reduced rates for participants who want private coaching with Jan to continue their journey to become a ((BOLD)) Speaker
- ◆ Email and phone support for 30 days after seminar
- ◆ Follow-up debrief call to discuss evaluations, next steps, and attendee progress
- ◆ When applicable, a specific follow-up plan for selected participants



JAN OFFERS

- ◆ Full Day Seminars consecutively, or one week in between to allow for participant prep
- ◆ Workshops
- ◆ Half Day Sessions
- ◆ Keynote Speeches ranging from 30 – 90 minutes
- ◆ Interactive Breakout Sessions
- ◆ Follow-up In-Person, Skype, or Phone Coaching for participants
- ◆ Long range consulting projects

Please work with Marcia Snow to determine full scope of project and applicable fees.

TERMS & EXPENSES

- ◆ 50% of fee due as date hold
- ◆ BALANCE due three weeks before event
- ◆ Travel expenses including hotel, meals and ground to be paid by client. Travels from Washington, DC, or Baltimore. Southwest Airlines just fine!

Please contact **Marcia Snow**,
Fox Talks Business Manager
at 888-797-6700 or
marcia@bluefeathermanagement.com
to confirm dates and make payment arrangements.

Thank you very much for your interest in Jan Fox.