



Programs

April 20th 2006

The Human Connection: Bring Your Presentations to Life!

Do you want your presentations to stand out in the crowd? Then bring them to life! If you want freedom to be yourself and communicate your message with vitality and self-confidence, this fun, hands-on workshop is for you. Through teaching, discussion, and individual coaching opportunities, you will learn to:



What Graceworks clients say about their training – see pages 2-3!

- ◆ Connect with your audience
- ◆ Identify and drop nervous habits
- ◆ Prepare and practice your material
- ◆ Make technical material come to life
- ◆ Use graphics and props wisely

Join us on April 20, 2006 when internationally-acclaimed communications coach Carol Doscher of Graceworks teaches us to bring our presentations to life!

RSVP!

Register online at www.smpsnebraska.org or contact Angie Ullman, Terracon at amullman@terracon.com phone 402.330.2202 or fax 402.330.7606

Name _____

Firm _____

Email _____

Fax _____

Phone _____

Spezia

3125 S. 72nd Street
(one-half mile north of I-80)
402.391.2950

April 20, 2006

9:00 am – 1:00 pm

_____ Member _____ Non-member

Please RSVP by noon on April 18th
Members \$80
Non-members \$100
No shows will be billed

The Society for Marketing Professional Services serves marketing professionals in the natural and built environment. For membership information, visit our website at www.smpsnebraska.org. SMPS Nebraska programs qualify as contact hours for ACEC members.

This educational workshop is being sponsored by Terracon Consultants, Inc. and HDR.



What people say about Graceworks training:

"Just a note to tell you how much you and Graceworks have proven invaluable to me personally, and our firm as well. You and Earl are both excellent coaches; within the space of a few days, you helped us lift the quality of our presentations from mediocre to outstanding. I would highly recommend Graceworks to any professionals with the courage to present themselves as individuals..."

Sam Spata, AIA, Senior Principal
Hellmuth, Obata + Kassabaum, PC
New York, NY

"We made a commitment to training and selected Carol, after a serious selection process. Her winning attitude, clearly articulated principals, and kind and sensitive critiques helped all of us raise the bar on our public speaking. Graceworks training has given us all more confidence, and some good laughs."

Cynthia Kracauer, AIA, Managing Principal
Swanke Hayden Connell Architects
New York, NY

"Graceworks not only trained us to be better presenters, they also helped us win three major projects. It's amazing what a difference that 'human connection' makes. What's even more amazing is that everyone — from managers to engineers and construction supervisors — embraced Graceworks' concepts at once, with fantastic results. Training our key people was one of the best investments we've ever made."

Michael Albergo, Project Coordinator
The LiRo Group
Syosset, NY

"This is just to let you know that my workshop in Singapore worked extremely well. I even got an applause (and I was the only one) which I certainly did not expect. With a result like this for someone as shy as me, you've really achieved a miracle in just a two and one-half-hour session. I can't thank you enough!"

Beatrice Cardon, Manager
Trade Press Relations
Volvo Construction Equipment SA
Brussels, Belgium

"Working with Graceworks has been rejuvenating. Carol's and Earl's energy and enthusiasm for their work is tremendous. More than half of our 80-person staff has been through the training and more are scheduled. The training is fun, easygoing, and produces results — we have built a true partnership with Graceworks."

Lauren Della Bella, Vice President
Steed Hammond Paul, Inc.
Cincinnati, OH

"We had two interviews this past week and just found out we won a project with the state. All I can say is that you and Charles were the big reason. I just want to personally thank you for your influence on our office. It has really made a difference."

Frank C. Culberson, AIA
Ross-Tarrant Architects
Lexington, KY

"Carol and Earl have provided valuable communication training for our firm. They are good people and skilled teachers, and I am grateful for the work that they have done for Andron."

Charles Winter, President
Andron Construction Corp.
Goldens Bridge, NY

"Thank you for the commitment, clarity, and energy that you and Charles bring to your work. It was clear from the start that you really enjoy and are good at what you do.

I thought I had been trained in presentation techniques. The intense experience of the past two days introduced me to an entirely new way of thinking about presentations that will be more useful and valuable to me than all that I've learned to date on the subject.

I would highly recommend your course to anyone who is serious about learning what effective communication is all about."

Michael Lehman, Architect
Syracuse, NY

"When asked to speak at my friend's retirement roast, my heart went into my throat. As a salesperson I am extremely comfortable one-to-one, but get very nervous speaking in front of groups. So I called Graceworks for coaching. Carol is brilliant! She zoomed in on what was wrong, and gave me great tips on how to present my material. I was amazed at her insight. At roast time, I felt so comfortable and was told I was a hit. Carol is a terrific coach — I recommend her highly."

*Judith A. Dresner, President
Dresner Direct, Inc.
New York, NY*

"Over the years, several of my staff have received Graceworks' training and pre-interview coaching. Why do we keep coming back? I see the difference it makes - this training builds confidence and pays dividends."

Kenneth Ricci, FAIA, President
Ricci Associates Architects & Planners
New York, NY