

## *How The Seminars Work*

- Group Size: 10-40
- Time: 90 minutes
- You provide the venue and lunch and gather the troops.
- We supply the facilitator, learning materials and plenty of motivating.

**Book Your Seminars Now**

**Contact Kathy McAfee**

**(860) 408-0033**

[MarketingMotivator@yahoo.com](mailto:MarketingMotivator@yahoo.com)



## **Enjoy a Refreshing Energy Think** **Reinvigorate Your Team in 90 Minutes**

### *Motivated Networker Series*

#### **Perfect Your Pitch**

Learn how to position yourself and your ideas more effectively in 30 seconds or less. Stand out from the crowd. Bring more energy and relevance to your networking introduction. Be remembered. Your confidence will soar and you'll attract the right people and opportunities.

#### **Motivated Networking Follow Up**

Most people show up but don't follow up. Strengthen your networking relationships and accelerate business results with effective follow up skills. Simple changes to your follow up process and mindset will help grow your sphere of influence.

#### **Networking Ahead For Business**

Use networking to develop more business. Improve your networking results by mastering our targeted approach to business relationships. You'll generate more productive leads and referrals. Yes, you can become a rainmaker.

## Motivated Presenter Series

### Stop Global Boring

Power up your next presentation by learning to reduce your PowerPoint® clutter and avoid other harmful but common presentation pitfalls. Humorous, instructive and engaging, this seminar will illuminate the bad habits you need to shed so you can become a more powerful and engaging presenter.

### Clean Sheet Thinking™

Master this brilliantly simple and blazingly effective presentation planning process. Spend 30 minutes learning six simple steps and you'll save many hours. Clean Sheet Thinking™ reduces presentation stress, while improving your focus for more successful meetings and presentations.

### Storytelling For Financial Professionals

Numbers don't speak for themselves. You must convey the meaning behind those numbers in a way that non-financial audiences can easily relate to and understand. Bring numbers to life through storytelling, analogies, metaphors and other creative communication techniques.

PowerPoint is a registered trademark of the Microsoft corporation

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## Motivated Communicator Series

### Body Talk

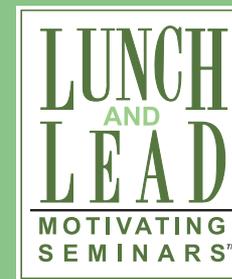
Our bodies say more than our words do. Good leaders consciously manage their body language and visual communication. They also learn to actively and accurately read the body language of others. Learn how. You'll work more effectively with people and build stronger business relationships.

### Avoid Communication Mishaps with NLP

Learn how to use the power of language to more effectively connect with people—especially people different from you. With a simple NLP Representational Systems assessment, you'll discover your own preferred channels of communication. And you'll learn to listen differently so you can adjust your language to speak in ways the listener prefers and in ways that win listeners over.

### Master Your Mind For A Change

Create big changes in your outcomes by making small changes in how you think, feel and respond. You'll use self-mastery techniques from Neuro Linguistic Programming (NLP), the study of how you run your brain. Brains are bossy. When you better control your brain you can improve your "inner game" and help propel your career.



*This program made my team stop and think about a better approach to meetings. It forces the questions: What is the value of this meeting and how can we work smarter?*

Dan Sheehan, former CIO,  
Dunkin' Brands, Inc.

*This course has helped me so much to recognize the actions of others and the impact I have on myself.*

Nancy McNabb, Systems Analyst,  
LEGO Systems, Inc.

## Motivated Leader Series

### Everyday Feedback

Offering daily constructive feedback is critical to creating a culture of high performance. Feedback can build trust, improve morale and boost talent development. But leaders must intentionally strive to honestly improve feedback. Learn the seven keys to giving and receiving effective feedback. Gain insights on past feedback experiences. Overcome fear and other common barriers to giving feedback. Plan how best to respond to real-life feedback scenarios.

### Staying Motivated In Your Job

You can feel fulfilled at work. Learn how to stay engaged and remain positive through any change or challenge. Embrace the coaching techniques that have helped thousands of people think, feel and act with higher productivity and greater job satisfaction. Eliminate negative self-talk. Replace counterproductive behaviors. Learn how you can inspire and motivate yourself and others.

### Unleash Your Inner Negotiator

Up your business game. Incorporate stronger negotiation skills into every business interaction. Become both a peacemaker and a rainmaker. Build a mindset of confidence and command in business deals. You can earn greater support for your proposals, get to “yes,” and negotiate larger deals. Build the skills to bring divergent interests together to arrive at mutually-satisfying agreements and deals. Unleashing your negotiating skills can also help you land new business.



## Your Facilitator, America's Marketing Motivator, Kathy McAfee

Kathy McAfee's mission is to inspire business and community leaders to use more of their energy, influence and resources to create positive changes in the world. Through her speaking, training and executive coaching, Kathy has enabled thousands of people to advance their careers, find greater job fulfillment and become more effective at work.

A certified master practitioner in Neuro Linguistic Programming (NLP) and certified Blind Spots executive coach, Kathy has 22 years of corporate marketing experience plus 9 years as a successful solo-preneur. She is a cancer survivor and author of [Networking Ahead for Business](#). To learn more, visit [AmericasMarketingMotivator.com](http://AmericasMarketingMotivator.com).

*Outstanding. Amazed that no PowerPoint (was) required for this effective and engaging session.*

Bill Bertelli,  
Principal Electronic Flight Controls Engineer,  
Sikorsky Aircraft Corporation

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AMERICA'S MARKETING MOTIVATOR

