



Ovation Communication

“I remember lots of things, but primarily that it was **the best, most effective training I have ever had.**”

— D. Wisenteiner, **Microsoft**

www.OvationComm.com

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"We will be actively looking for ways to continue our engagement with Ovation."

— E. Leblanc, **Tyson Foods**

"The course was a great investment of time! I was able to take away immediate actions to improve my facilitation of virtual meetings."

— D. Roof, **John Hancock**

"I've been to several speaker training classes during my career but nothing has compared to this great experience."

— C. Sogge, **Microsoft**

"Your Presentation Skills Workshop is the best training I've had in my 24 year career in Sales."

— L. Urbach, **Vision-Ease Lens**

"They helped me prepare for the most nervous moment of my career. And I loved it."

— B. Leposa, **Microsoft**

"I highly recommend Ovation Communication to any company seeking experts who know how to get results!"

— S. Ocasio, **Luxury Attaché**

"Training that was geared towards me; improving my strengths and working on my weaknesses."

— J. Bilodeau, **Twelve Points Wealth Management**

"[My trainer] was an incredible speaker and teacher."

— J. Riley, **Syvanti**

"...my manager and skip level manager separately reached out to me with compliments on how well I presented and how much I had improved over the past few years."

— A. Allaqaband, **Microsoft**

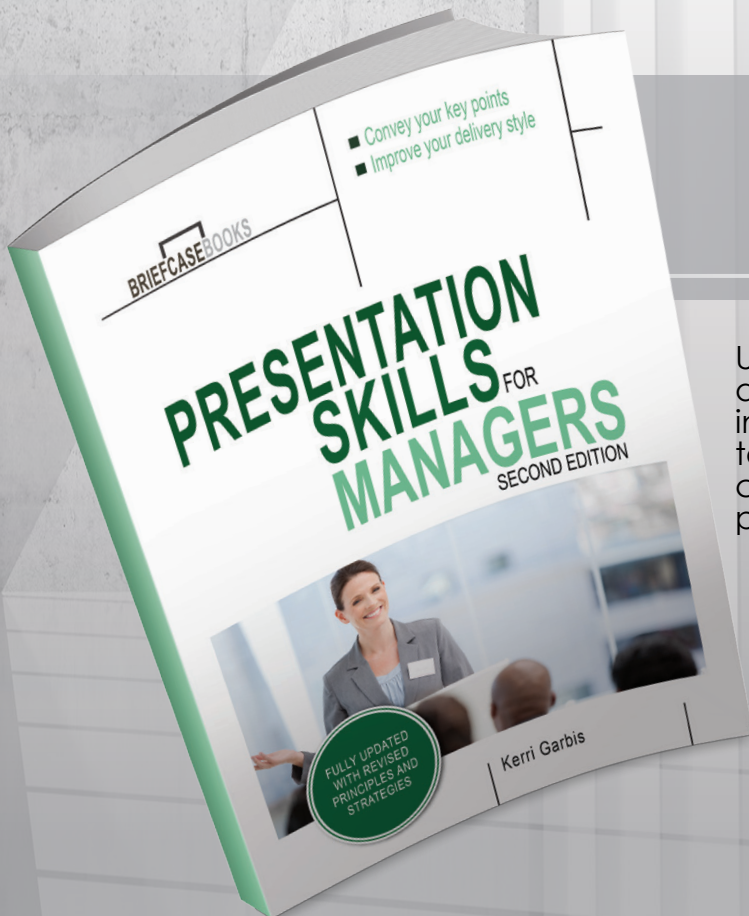
CLIENT
TESTIMONIALS

MEET OUR PRESIDENT



“Ovation Communication helps business professionals master the art of human interaction through innovative training in presentation skills, emotional intelligence, and storytelling.”

Kerri Garbis, President



SHE WROTE THEBOOK

Using her unique background in both the business and acting worlds, Kerri Garbis provides brand new insights on effective performance, storytelling, acting techniques, content creation, audience analysis criteria, and advice on overcoming common presentation obstacles.

available on
amazon.com

WHAT MAKES US DIFFERENT?

All of our communication expert trainers are working, professional actors. We use our 6 step approach to create customized engagements that guide professionals to reach their full potential and master of the art of human interaction. Our core offerings:

- **PRESENTATION SKILLS**
- **STORYTELLING FOR BUSINESS**
- **EMOTIONAL INTELLIGENCE**

Our objective is to provide clients with original, practical training and ongoing support to build confident, engaging, and persuasive professionals. We believe that every training engagement should be experiential, going beyond merely academic, lecture-based offerings. And we believe it should be engaging and fun. (Yes, we said fun!)

OUR TRAINING

PRESENTATION SKILLS

We train companies, teams, and individuals to create and deliver dynamic presentations for everything from conferences and media events to internal meetings. Participants learn to present content with the creativity and connection of professional actors, and prepare with the Rehearsal Process: the foolproof method used by actors to ensure stellar performances.

STORYTELLING FOR BUSINESS

It isn't simply a trend – it's a movement in communication. Stories shared in presentations create deep, human connections with audiences on intuitive levels. We teach participants how to find, develop, and deliver personal stories that take listeners beyond facts and statics and persuade them to take desired action.

EMOTIONAL INTELLIGENCE

Emotional Intelligence (EI) is a particular type of social aptitude – it's the capacity to perceive, understand, reason with, and manage emotions. Individuals with highly-developed EI forge solid, positive bonds that are essential for business success. We offer assessments, training, and coaching that increase self-awareness and the ability to build and sustain professional relationships.

Through designed collaboration, Ovation Communication creates flexible, highly customized solutions based on your needs, time constraints, and budget. Together, we build a tailored, high-quality product that far surpasses "one size fits all" training. Classes are designed to reach all types of adult learners.

MEASURABLE RESULTS

Ovation's Training Quality Report (TQR) incorporates before-and-after analysis and verbatim testimonials, providing insight on progress and program success.

ABOUT OUR TRAINERS

BROADWAY. FILM. TELEVISION. *YOU NAME IT, WE'VE BEEN THERE.*

Ovation trainers are working, professional actors who possess strong business acumen and a passion to bring out the best in your organization. Pairing real-world business experience with innovative training techniques, we help business professionals communicate and connect like pros.

First and foremost, our trainers' goal is to build a rapport with the "people in the room": our participants, your team. Prior to delivery, they go through extensive preparation and internal training to immerse themselves in your content and company culture. Our trainers model behaviors and skills you want your employees to embody, and become the go-to expert for participants.



ESSENTIAL PRESENTATION SKILLS

If you think the ability to give great presentations is reserved for a very few, think again. Ovation Communication's Essential Presentation Skills (EPS) training enables all speakers in any forum to connect with and influence audiences. The secret is our expert consultants. They share their unique insight as working, professional actors to guide participants to reach their full potential as masters of the art of human interaction.

EPS is for organizations that want to empower employees, produce better speakers, hone talent, and subdue presentation nerves. Our experiential training allows participants a hands-on opportunity to put new skills into play immediately, taking ideas from concept to practice. In-the-moment trainer feedback and peer review means participants will be able to recognize and articulate behavioral change post-training. And we'll be here for them every step of the way through on-going support.

Whether clients are planning an upcoming event or want to increase the effectiveness of their team, Ovation Communication creates flexible, highly customized solutions based on needs, nuances, and budget. We provide a Training Quality Report (TQR), which incorporates before-and-after analysis and verbatim testimonials. This provides insights on progress, as well as the means to gauge the program's overall success.

PARTICIPANTS LEARN TO:

- **CONFIDENTLY DELIVER** ANY PRESENTATION THROUGH THE USE OF ACTING TECHNIQUES.
- **ENGAGE AND INFLUENCE** AUDIENCES IN A POSITIVE AND MEMORABLE MANNER.
- **INCREASE CONFIDENCE** AND DECREASE STAGE FRIGHT.
- USE STORYTELLING TO **ENGAGE ANY AUDIENCE.**
- **HANDLE Q&A** WITH POISE.
- **CREATE REMARKABLE CONTENT** WITH THE OVATION BLUEPRINT.



OUR ESSENTIAL PRESENTATION SKILLS PROGRAM

is interactive and uses video playback of each participant for in-the-moment coaching and feedback.



First Impact

We identify the ways we communicate in a presentation: Visual, Vocal, and Verbal. We build on individual strengths while beginning to eliminate bad habits.

Visual

This segment emphasizes the best practices for visual communication by focusing on three major areas of movement – the face, hands, and feet.

Vocal

The sounds that come out of your mouth should match – not distract from – your message. Vocal concentrates on volume control, pitch, and articulation.

Verbal

Umms, ers, and ahs get in the way of your message. This module teaches participants to use the “power of pause” while mastering their verbal pace.

Stage Fright

Even the most seasoned presenters (and actors) can experience fear, or performance anxiety. In this module we explore the manifestations of stage fright and how to deal with it.

The Rehearsal Process

The secret to confident and polished presentations is preparation. Participants are given the foolproof, three step process used by professional actors: Talk Through, Walk Through, and Dress Rehearsal.

The Big Four Acting Secrets for Delivery

There are four elements that actors rely on to create persuasive, powerful, and dynamic performances: Super-Objectives, Objectives, Tactics, and Obstacles. Participants learn how to identify, embody, and use these four ideas to deliver stand-out, targeted presentations that inspire action.

Storytelling

Personal stories are a powerful and effective way to connect with your audience. Building on the Rehearsal Process, participants learn how to craft, prepare, and deliver a great story in any business setting.

The Ovation Blueprint

“What do I want out of my presentation? How will I get it? What’s standing in my way?” In order to create content that impacts audiences, you need to answer these questions from the ground up. The Ovation Blueprint is a development tool for any presentation that uses the Big Four Acting Secrets to revolutionize presentation creation.

EMOTIONAL INTELLIGENCE

Emotional Intelligence (EI) is a particular type of social aptitude – it's the capacity to perceive, understand, reason with, and manage emotions.

These behaviors inform how people interact and build relationships. The good news is that EI can increase with awareness, application, and practice. And increased EI skills translate to solid, positive bonds, essential for business success.

Why listen to actors when it comes to EI? Actors require strong Emotional Intelligence skills in every aspect of their career – both on and off stage. Our team consists of working, professional actors with strong business acumen and a passion for helping corporate professionals reach their full potential as masters of the art of human interaction.

High Emotional Intelligence is equally important internally – to foster efficiency, morale, and innovation – and externally – to inspire customer and partnership loyalty. Poor interpersonal skills create enduring negative perceptions that reduce productivity and can damage brand and corporate identity. Our EI expert trainers want the members of your organization to thrive – from seasoned executives to aspiring leaders and everyone in between.

EMOTIONAL INTELLIGENCE TRAINING

This highly impactful and intense training deep dives into the major competencies of EI. Participants learn to embody and create an action plan for increasing Self-Awareness, Social Awareness, Self-Management, and Relationship Building. We offer one-day and half-day intensive workshops as well as structured, long-term multiple session offerings for ongoing development.

EI TRAINING WITH 360 ASSESSMENT

We take our Emotional Intelligence Training to the next level with the Korn Ferry/Hay Group's Emotional and Social Competency Inventory (ESCI) 360. This includes an hour-long, one-on-one debrief with the EI expert trainer so participants can understand where they are and evolve.

PARTICIPANTS LEARN TO:

- **IMPROVE** EMOTIONAL INTELLIGENCE.
- ENGAGE EASILY TO **RESOLVE CHALLENGING SITUATIONS**.
- MAKE INFORMED CHOICES THAT **BUILD AND ENRICH RELATIONSHIPS**.
- **ASSESS EMOTIONS** AS CONSCIOUS AND UNCONSCIOUS.
- USE EMOTIONS IN A **PRODUCTIVE** MANNER.

BOTH OUR EMOTIONAL INTELLIGENCE TRAINING

and our **EI TRAINING WITH 360** empower participants to optimize their work environment and propel their careers forward.

SELF-AWARENESS

A person's physicality, mindset, and go-to emotional state reveal a bounty of information about who they are and their likelihood of working productively. Participants learn how to decipher clues in themselves both physically and emotionally.

SOCIAL AWARENESS

Social Awareness is the ability to accurately interpret the emotions and physicality of others. It's a key component to success in all business situations. We investigate how to best interact with those around us, based on the information we perceive about their emotional and mental state.

EMOTIONAL INTELLIGENCE

We begin by identifying the core competencies and behaviors inherent to Emotional Intelligence. Participants assess their strengths, and identify areas of improvement.

SELF-MANAGEMENT

In order to remain flexible and behave in a positive manner, you must be aware of your emotions. Participants explore the "must dos" for controlling emotions and reactions (both positive and challenging) and techniques for enhancing empathy.

RELATIONSHIP MANAGEMENT

Participants tackle tough, real-life situations. They are challenged to maintain composure while making the best choice (based on received and perceived external cues) to build relationships.

STORYTELLING FOR BUSINESS

It isn't simply a trend – it's a movement in communication.

Storytelling allows presenters to connect with audiences on personal and intuitive levels. The most effective business stories establish a sense of collaboration between the presenter and the listeners, and motivate the audience to take desired actions.

Who knows more about effective storytelling than actors? Our team consists of working, professional actors who possess strong business acumen and a passion to bring out the best in your organization.

Our Storytelling for Business participants learn to excel at telling the story of their business, brand, or product. Our interactive, experiential, customized training program reveals storytelling craft and presentation techniques, including how to:

- Create the arc of the story: exposition, inciting incident, rising action, climax, falling action, and resolution.
- Select a unique, personal story that suits the occasion.
- Read, connect with, and tailor stories for different audiences.
- Recognize the link between the universal and the personal through common myths and metaphor.
- Apply action-oriented acting technique to bring the audience into the world of the story.
- Use the Rehearsal Process – the foolproof, three-step preparation method used by actors.

Ovation Communication creates flexible, highly customized solutions based on client's needs, nuances, and budget. We provide a Training Quality Report (TQR), which incorporates before-and-after analysis and verbatim testimonials. This provides insights on progress, as well as the means to gauge the program's overall success.

PARTICIPANTS LEARN TO:

- **CREATE AND DELIVER** UNIQUE AND MEANINGFUL BUSINESS STORIES THAT INSPIRE ACTION.
- **CONNECT EFFECTIVELY** WITH AUDIENCES ON A PERSONAL LEVEL.
- **PERSUADE AND INFLUENCE AUDIENCES** TO TAKE ACTION.
- **ENGAGE AND BUILD INTEREST** THAT TAKES LISTENERS BEYOND FACTS AND STATS.

OUR BUSINESS STORYTELLING TRAINING

can be given in a full-day or half-day format.

The Power of Storytelling

Why tell a story? We explore storytelling history, real-life business examples, and hard numbers as evidence.

Story Essentials

This module covers the what, where, and when of storytelling. Participants learn how to use different types of stories to their advantage in various business situations.

Finding Stories

The story discovery process begins with some guided brainstorming. Participants start to stretch their storytelling muscles with a series of story prompts.

Crafting Better Stories

We introduce the time-tested, six-component storytelling structure, along with guidelines that must be followed for successful storytelling.

Storytelling: Take One

The Rehearsal Process is put into action, and participants share their first round of stories. Trainer feedback aides in further story development.

Storytelling Enhancements

This module introduces advanced storytelling techniques that help your audience become an active part of your story, rather than just a listener.

Building Relationships via Storytelling

This penultimate module teaches participants how they can connect personal stories to business situations, on their own, outside of the classroom.

Storytelling: Take Two

Participants share a final round of stories, incorporating trainer feedback as well as the day's discoveries.



THE OVATION PROCESS

USED WITH EVERY CLIENT

to develop a specialized program that best suits their needs.

1 EXPLORATORY MEETING WITH CLIENT

- We discuss specific client goals, and unite our imperative to create complete communicators with the training objectives and culture of the client's organization.
- Training parameters, such as length and frequency of training, number of participants, or travel requirements, are outlined.

2

CONTENT DEVELOPMENT

- Our curriculum development team creates a course offering based on the client's requirements, from content to custom training materials.
- We keep in close contact with the client during development, for input and approval.

3

"CASTING" THE CONSULTANTS

- Our team of training consultants use their experience as working, professional actors to help our clients achieve their goals. They are present every step of the way, from pre-training to ongoing development.
- Every trainer has an "understudy" – another training consultant versed in the client's curriculum and ready to go, should schedules change.

4

REHEARSAL PROCESS

- At the core of our training is The Rehearsal Process – the three-step preparation procedure used by professional actors. It's the key to confidently developed, prepared, and delivered content of all kinds. We practice what we preach.
- Our training consultants work closely with our Director of Operations to prepare for class delivery. The result is a prepared, knowledgeable, and passionate session leader.

5

DELIVERY

- Professional actors are experts in preparation and execution. Our training consultants instruct best practices and model the behaviors they teach.
- What won't you get? One size fits all training, led by a disinterested trainer, reading from a manual at the front of the room. Our consultants are ready to engage and have a great time along the way. (Yes, it can be done!)

6

POST-TRAINING

- OC provides you with ongoing resources, support, and opportunities for continued development. Clients can choose the option of virtual follow-up with a training consultant, or further their progress with our advanced offerings.
- Participants can easily remain engaged with Ovation at any time, through our online Resource Center, our social media channels, and the OC Blog.

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