



About Dana Dupuis

Dana leads engaging and interactive keynotes focused on communication, sales, and leadership training.

Her mission is to transform the way the corporate world communicates by dispelling common misconceptions about listening and showing how very small changes can bring about impactful change.

Previous Talks



Now Available for Booking
www.echolistening.com/speaker-dana-dupuis



"I took a listening skills workshop with Dana and I came away from the session with a strong grasp not only of the concepts covered, but how to use them. Walking away, I was able to immediately put the listening and leadership skills into practice and noticed a significant change in my business and personal interactions."

Khaled Allen

Senior Web Developer at PopSockets

"Dana's presence and influence have been a greater gift to me and Girls Leadership Institute than I could have ever imagined. From a sales perspective, we went from being down the previous year to almost doubling the previous year in just a couple of months."

Simone Marean

Co-Founder and Executive Director of Girls Leadership Institute

"I have seen Dana speak on multiple occasions and she never fails to impress. She's very focused on keeping the audience engaged with her content and isn't afraid of a tough question."

Dustin Brackett

CEO at HIVE Digital Strategy

Dana's Top Topics

How Listening Can Create Sustainable Corporate Culture

Companies with highly effective communication are 3 times more likely to outperform their industry peers.

Key takeaways of this session include:

- We hear with our ears, but we *listen* with our brains
- Why we all listen "to" and "for" different information
- Our listening style is a cognitive *habit* that can shift when needed
- The impact cognitive diversity has on organizational culture and the benefits of embracing it
- Immediate actions you can take to develop a high-performing "listening culture" at work

How Listening Changes Sales

Research has shown that better listening improves sales performance.

Dana will share how your unconscious listening habits can either help or hinder your ability to connect with your prospects, then teach simple methods to maximize your chances of communicating value and closing sales by recognizing what your prospects are listening for.



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