



Dave Sherman

Professional Icebreaker

Proudly presents

FANTASTIC FIRST IMPRESSIONS

How to Become **TOTALLY UNFORGETTABLE!**

His First Public Workshop in Over TWO YEARS!!

Wednesday, November 16, 2005

8:00 AM - 5:00 PM

Doubletree Guest Suites - Gateway Center

320 N. 44th Street - Phoenix

CHECK OUT THE INCREDIBLE TOPICS THAT WILL BE COVERED

- Developing Unforgettable Body Language
- Developing an Unforgettable Attitude
- Creating an Unforgettable Connection
- Developing Unforgettable Confidence
- Delivering an Unforgettable Introduction
- Creating Unforgettable Interest
- Developing an Unforgettable Conversation
- Being Totally Unforgettable without Even Being There

THREE AVAILABLE PACKAGES

Silver Package: \$497 per person (includes complete workbook, all meals, snacks and refreshments and a copy of Elevating Your Elevator Speech, Dave's latest release, in book AND CD formats, a \$60 value)

Gold Package: \$897 per person (includes everything in the Silver package plus, you will have lifetime access to the online version of FANTASTIC FIRST IMPRESSIONS, a \$600 value, so you can always go back and learn even more)

Platinum Package: \$1297 per person (includes everything in the Gold package plus you will receive 3 months of one to one mentoring with Dave. Imagine the impact that two mentoring sessions per month, for THREE months, will have on your business, your relationships and your life! This is a \$1000 value)

Space is very limited so don't delay!!

To register or for more information, please call
480-860-6100
or visit our website at www.ConnectionPros.com

HERE'S MORE DETAILED INFORMATION FOR YOU

Module #1 Developing Unforgettable Body Language

Did you know that you are communicating more information about yourself when you walk into a business function than you do when you start speaking? It's true! Less than 20% of your communication is done by speaking? Have you ever wondered what your body language is saying about you?

Module #2 Developing an Unforgettable Attitude

How many of you know THOSE kinds of people? The ones that are always smiling, constantly in a good mood, and always getting everything they've ever wanted. Are these people just lucky? Are they working harder than you? Most likely, one of their greatest keys to success is having a positive attitude towards almost everything they do. Are you one of these people? If not, this module could change your life.

Module #3 Creating an Unforgettable Connection

One of the first things people learn when they get into business is that they need to go out to meet and connect with as many people as humanly possible. The biggest challenge most people face is understanding the difference between connecting and prospecting. If you don't know the difference, you are missing out on a tremendous amount of new business.

Module #4 Developing Unforgettable Confidence

It's a known fact that the more people you meet, the more opportunities you will have to create more relationships and do more business. However, if you don't have enough nerve to walk up to total strangers and introduce yourself to them, your chance of creating new connections is severely limited. Come learn what it takes to develop the comfort and confidence you need to make more connections.

Module #5 Delivering an Unforgettable Introduction

When you introduce yourself to people, you have approximately 10 seconds to make the best impression possible. Are you making the most of your 10 seconds? This module will address the three most important elements of every unforgettable introduction. If your introduction has something to be desired, you're going to love this section.

Module #6 Creating Unforgettable Interest

If you're having a nice conversation with people that you've just connected with at a business function and they start asking for more information about your business, do you tell them? If your answer is yes, don't pass go, don't collect \$200, and go directly to jail! This is the biggest mistake people make when people start to show interest in their product or service. Learn what you should say to close more sales.

Module #7 Developing an Unforgettable Conversation

When you attend most business functions, the normal topic of conversation is normally geared around work. However, did you know that 95% of people that attended business functions would actually prefer to talk about anything besides work? You know why? It's because people do business with people, not companies. If you take the time to step out from behind your business card and let people see who you really are, not just what you do, you'll find yourself meeting and connecting with far more people.

Module #8 Being Totally Unforgettable without Even Being There

In today's hectic world, many people use phone calls, e-mails, and voice mails to develop better relationships with their clients and prospects. Unfortunately, very few people know how to use this incredible technology to their advantage. If you want to learn how to get people to always take your phone calls, respond to your e-mails quicker, and actually look forward to your voicemail messages, this is the program for you!