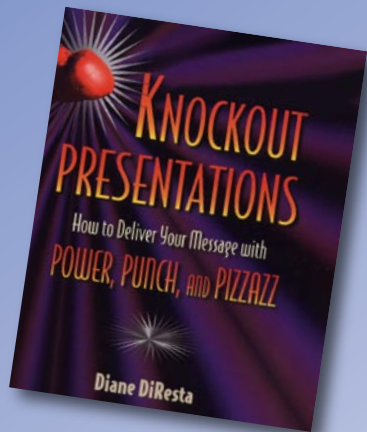




Diane DiResta

Communicating With Impact!

Diane DiResta is more than an executive speech coach, media trainer, and professional speaker. She's the author of the Amazon.com best-selling guide to communicating with impact, *Knockout Presentations: How to Deliver Your Message With Power, Punch, and Pizzazz*.



DiResta Communications, Inc.

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USA

(International Dialing # 011)



Are your people sending the right message to customers?
Are they making powerful first impressions on sales calls?
Are they confident when presenting to a live audience?

Diane DiResta gets your people communicating with impact in every business situation, whether they're networking, closing sales, or presenting to live audiences.

Let Diane show your key players how to communicate for success!

- Executives and senior level managers
- Sales and customer service reps
- Communication professionals
- Subject matter experts, teams, and general employees
- Or work one-on-one to advance your own career!

How Diane Delivers Results:

Let Diane serve as a one-stop resource for all of your company's speech and media training needs. She can deliver:

- On-site presentation skills training seminars and keynote speeches that will take your project teams and sales pros to new levels of confidence.
- One-on-one speech and media coaching that will get business leaders projecting a powerful executive presence, live and on TV
- On-site consulting services and group coaching that will resolve difficult communication issues in your company.
- On-site train-the-trainer workshops that will empower your subject matter experts to effectively train employees, clients, and vendors.
- On-line assessment and training tools that will facilitate and improve your own in-house training programs.

Skills Targeted & Improved:

After working with Diane, your people will experience better results:

- Projecting executive presence
- Presenting
- Listening
- Selling
- Getting voice mail call backs
- Networking
- Video conferencing
- Facilitating meetings
- Gaining buy-in
- Creating team relationships
- Communicating to the media
- Leading and managing

"You're a true expert. Since your training, we're having more effective sales calls and are gaining more support from both our new and existing account base."

– M. HENWOOD, REGIONAL SALES MANAGER, BOISE CASCADE



Call now for a FREE phone consultation!

Success stories from the trenches



What's different about Diane DiResta?

Her Style: Diane combines New York savvy with a down-home style clients love. Her talks are high content, filled with practical tips that are immediately usable. She has an uncanny way of learning your language quickly and getting right to the core of your message.

Her Background: Diane speaks the language of business. She has executive corporate experience as the former Assistant VP of Drexel Burnham Lambert. Prior to that she served as a training specialist at Salomon Brothers.

Her Expertise: Diane's a licensed speech pathologist with a Masters Degree from Columbia University and a graduate of the Coach University. For over 10 years she has been President of DiResta Communications, Inc., a firm dedicated to the training of high impact players in business.

Her Reputation: You probably saw Diane on CNN or in her many live appearances. Her insight is sought after by the media. She has been quoted in *The Wall Street Journal*, *The New York Times*, *The LA Times*, *Newsday*, *PR News*, *Business Week Online*, *Entrepreneur*, *Investors Business Daily*, *Sales & Marketing Management*, and *Selling Power*.

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Get Results!

Gloria, a human resource director for a health care company, signed up for Diane's "Present with Power" seminar because her knees would knock during presentations. After coaching, Gloria learned to speak from the listener's point of view. She took time to analyze what was important to the decision-makers and then gave it to them in their language.

Gloria gained confidence. She says, "I found the program content extremely relevant and useful. I used your techniques the following day to persuade our senior staff group to approve an employee recognition committee proposal and it worked! I now keep your outline at my fingertips and refer to it often."

Sell More!

Judy was an experienced sales leader for an HMO whose job was to sell her company's plan to large organizations. Judy attended Diane's 2-day "Present with Power" seminar, where she learned how to change her focus from pitching agenda ("sign up with us, we're the best") to learning listener-centered communication ("what's important to you?").

Judy out-sold the competition. She says, "I felt very confident. My presentation was sandwiched between two competitors. By the look in my audience's eyes, I knew I had them. We connected. I walked away with 35 new contracts. My newly learned organizational skills made me better."

Speak With Confidence!

Jack was a bright junior executive being groomed for the presidency of a spin-off company. He was about to give the first speech of his life to an audience of 1000 at an important industry conference. During Diane's "Executive Coaching Program," Jack came in with a rough draft of his speech. She showed him the spots that needed a smoother flow and more visuals, and spent several sessions with him practicing his delivery.

Jack was a smash hit! He says, "Your program did more than show me the fundamentals of a successful speaker, it helped to build my confidence. Needless to say, the speech was a tremendous success. It actually was voted as the best presentation for the weekend session."

Get to a Higher Level!

Darren was an experienced corporate sales manager who often trained his sales staff and customers in product knowledge. He attended Diane's "Train-the-Trainer" seminar where he learned how to train adults, use interactive techniques, and facilitate discussions.

Darren delivered knockout training. He says, "As you know, I am in front of groups quite often and attended your class as a refresher. It turned out to be much, much more than that! By changing my focus from lecturing to 'Telling, Showing, Doing' my training sessions were rated highest of the two days of classes in four cities across the country!"

 **Call now for a FREE phone consultation!**

Partial Client List

AT&T
Centre Solutions (Bermuda)
Citigroup
JP Morgan
Grey Advertising
Helena Chemical Company
Medco Health
Merck

NASA
National Basketball Association
Reuters
Royal Bank of Scotland
Skadden Arps
Tiffany & Co
Verizon Wireless
Warner Brothers