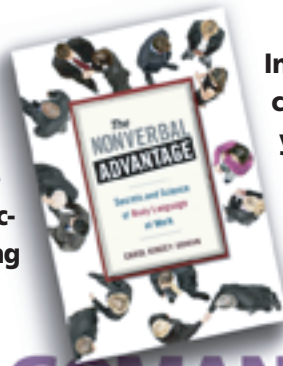


If you deal with the public, make sales calls, negotiate, or give presentations ... If you manage, interview, or supervise people . . . If you lead a high-performance work team . . . Then your professional success is tightly linked to your understanding and use of body language.



In today's highly competitive environment, can you afford *not* to develop this powerful, yet often overlooked, professional skill? It may be the missing ingredient that can turn the *no's* you've been receiving into a promotion, an alliance, an agreement, or a signed contract.

CAROL KINSEY GOMAN CAN GIVE YOU THE NONVERBAL ADVANTAGE

Carol Kinsey Goman, Ph.D., author of *The Nonverbal Advantage: Secrets and Science of Body Language at Work* and (coming in 2011), *The Silent Language of Leaders*, is an international speaker who delivers keynote addresses and seminars for corporations, management conferences, government agencies, major trade associations, and corporations in 23 countries. Carol's highly entertaining, informative, and interactive style has made her one of today's most sought-after business speakers.

Based on the latest research in psychology and neuroscience, Carol's programs present a set of crucial skills that will change the way you communicate with your team, staff, clients and co-workers. All programs are customized to address the unique challenges and opportunities facing a particular audience. They include:

The Nonverbal Advantage

Geared for a general business audience, this program shows how to take an innate but latent talent and turn it into a powerful professional skill.

- How research and science is validating the power of what you don't say.
- How to use body language to build positive and productive workplace relationships.
- How to read your colleagues and clients – from head to toes.

The Silent Language of Leaders

All leaders express enthusiasm, warmth, and confidence – as well as arrogance, indifference, and displeasure through their facial expressions, gestures, touch, eye contact, and use of space.

- The two sets of nonverbal signals people look for in leaders – and the circumstances that make one more effective than the other.
- Mirror neurons, leadership, and emotional contagion.
- How to “fake” charisma.

Body Language in Sales and Negotiations

In sales and negotiation, it's all about sending the right signals – and accurately reading the signals you get in return.

- How to make a positive first impression in seven seconds.
- Using body language to build and maintain rapport.
- How to respond quickly and accurately to the nonverbal signals of deception, uncertainty, resistance, or “ready to buy.”

Body Language for Women Leaders

For female executives and those being groomed for leadership positions, body language cues are especially important – and they differ markedly from those of a man.

- The body language differences between men and women leaders.
- Five body language mistakes that weaken your authority and power.
- How to project confidence and credibility – without saying a word.

For more information on Carol's body language programs and to view video clips, visit www.NonverbalAdvantage.com. For a list of programs on change, leadership and collaboration, visit www.CKG.com.

