

Diane DiResta, CSP



Speaker, Trainer, Coach, Author

When your Presentation is Make or Break

Diane DiResta works with organizations who want their leaders to be powerful communicators who are understood, influential, and irresistible.

WHAT CLIENTS HAVE TO SAY:

"It's like getting a crash graduate course in influence when you work with Diane. She doesn't change you. She helps you present your best self!"

*Wayne Pisano, Former CEO
Sanofi Pasteur*

"Your ability to do a quick study of the business and talk the language quickly, as well as build real and usable skills, is why I like working with you...you always make my decisions look good!"

*Penelope Byham, VP
Chase Manhattan Bank*

"The Train-the-Trainer program that you developed for MEDCO is clearly contributing to improved efficiency and productivity!"

*Ed Pisani, Director of Training
Medco*

"The knowledge Diane possesses is absolutely tremendous."

*Rolando Blackman
Former NY Knicks*

SPEECHES AND PRESENTATIONS

KNOCKOUT PRESENTATION:

DELIVER YOUR MESSAGE WITH POWER, PUNCH AND PIZZAZZ

- The top 10 speaking mistakes
- Why you can no longer avoid public speaking
- What confidence looks like, how to speak the language of success
- Techniques to be a knockout every time you speak.

VOICE OF AUTHORITY:

10 WAYS WOMEN SABOTAGE WORKPLACE COMMUNICATION

- Learn the language of success and how to weed out wimpy words
- Identify the negative messages causing you to give away your power
- Confront the number one fear that robs you of visibility
- Convey confidence without saying a word
- Eliminate 10 ways women sabotage their communication

COMMUNICATING TO INFLUENCE

In this interactive presentation, you will learn:

- The YAM formula for communicating successfully
- The Visual, Vocal, and Verbal behaviors of leadership and influence
- The Listener-Centered Communication model for influencing others

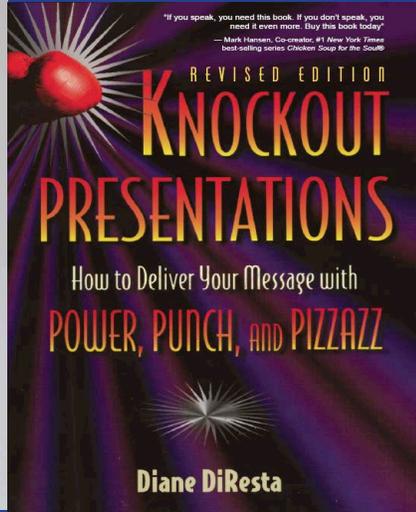
Through practice, and feedback you will walk away with:

- Increased understanding of your audience
- A template for reducing prep time, developing and building your case
- A process to command attention and hook your listeners
- Tools to influence others to get what you want

Diane DiResta speaks from experience. Corporations and their executives have made her the "go to" expert in the areas of influence and powerful communication. This international speaker and highly regarded consultant is the author of *"Knockout Presentations: How to Deliver Your Message with Power, Punch, and Pizzazz"*, an Amazon category best seller. It is even used in college classrooms as a primer on presenting!



KNOCKOUT PRESENTATIONS



If you speak, you need this book. If you don't speak, you need it even more. Buy this book today! --Mark Victor Hansen, co-creator of the New York Times best-selling series, Chicken Soup for the Soul

This is a very comprehensive book on presentation skills. It is superior to many of the books on this subject that I've read because it supplies exercises that you can do right away (while reading) instead of having to wait until your next presentation. It's very easy to read, yet still stimulating. I recommend it to anyone wishing to improve their public speaking (which is almost everyone!) ;)

Diane DiResta's book is a must-read for anyone who wants to make their public speaking presentations more effective. For tips from arranging the seating in the room to enhance your message, to advice about organizing your speech, Diane's book gives you the knowledge you need to produce the best possible result for your audience. I highly recommend this book. Lisa Wexler, Host, The Lisa Wexler Show. [...]

I have used your skills set. The result is exactly what I was looking for. We are having more effective sales calls and are gaining more support from both our new and existing account base. I would like to have you come back on an annual basis and run a refresher course for the group."

Regional Sales Manager
Boise Cascade

Great communication skills. Diane has a fun, energetic way of teaching. Anyone would benefit from the tips and techniques."

Marketing Manager
NBA

Diane's presentation, Selling with Style, kept our attention with her interactive approach and keen sense of humor. Her high level of energy and her enthusiasm riveted the audience from the start. The presentation was clear, concise, informative and very animated; she really captivated the group. Diane is a first rate presenter and the content was thought provoking and easily applied to real life situations."

Director of Education & Training
Bermuda Insurance Institute

I have compiled the feedback from the latest round of Presentation Skills you did for the Private Bank. It was excellent as usual...Your ability to do a quick study of the business and talk the language quickly, as well as build real and usable skills, is why I like working with you...you always make my decisions look good!"

Vice President, Private Banking
Chase Manhattan Bank

I have read hundreds and hundreds of books on how to give presentations. DiResta adds to the genre through sheer force of simple clarity. She cuts through the clutter and helps people focus on the fundamentals they need to go from a poor to a good speaker and from a good to a great presenter. This book should be in the library of any serious student of speaking. TJ Walker

This book will help you put your seminars over the top. It helped address a major flaw in my seminars. I highly recommend this book for anyone serious about seminars. William Hayes

As communication specialists and trainers, we have looked for a book to support our training efforts. Had we written a book ourselves, this is the book we would have written. Therefore, we were thrilled to discover Diane DiResta already had. It's philosophy is powerful. It's writing style, readable. Most importantly, the support it offers to speakers of every level is outstanding. We are currently recommending this book to all the participants in our workshops.

This book will set you on the road to incredible platform success at every level... from a small group to major audiences!

PROUD TO HAVE WORKED WITH THE FOLLOWING COMPANIES:

- APG
- AXA Financial
- Bank of NY Mellon
- Centre Re (Bermuda)
- Citigroup
- Credit Suisse
- DTCC
- Dun & Bradstreet
- Federal Reserve Bank
- L'Oreal
- Met Life
- Mobinil (Egypt)
- Michael Kors
- National Basketball Association
- Royal Bank of Scotland
- Thompson Reuters