



Shannon Alter, CPM®

works with organizations who want to communicate with clarity so they can gain influence in their markets, build better relationships and grow their businesses.



WHAT CLIENTS HAVE TO SAY:

Shannon was wonderful to work with! She took the time to understand our needs, team dynamic, and how her training session would make the biggest impact. All of the pre-work came to life in the training session and through her facilitation style, which was much appreciated. We look forward to working with Shannon again!

– Josh Coy, Marriott International US & Canada

Thank you so much for your presentation and leadership, Shannon. We are hearing rave reviews and positive feedback. I always have a few great takeaways after listening to you speak.

–Kristopher Kopensky, CPM®, Irvine Company

Shannon’s expertise and experience is a valuable resource. She provides interesting, relevant and useful information that our clients can use immediately.

–Brian Cescolini, Allied Universal

Shannon is a dynamic and energetic presenter and a knowledgeable trainer who delivers solidly and keeps participants involved. We consider her an extension of our team.

–Elena Molodykh, Jones Lang LaSalle, Russia

Thank you so much! It was an absolutely wonderful presentation. I’ve seen quite a few virtual presentations and I was happy to see how everyone remained engaged throughout. We are looking forward to the plans you inspired.

–Krista Capp, CPM®, IREM Michigan

✓ COMMUNICATION SKILLS YOU NEED

- Learn to craft your message clearly and effectively.
- Organize your communication or presentation.
- Utilize concrete action items to overcome the jitters.
- Identify the crucial areas for gaining trust.
- Inspire others with compassionate communication.
- Gain a competitive edge by transforming how you communicate.
- Diffuse difficult situations with effective communication tactics.
- Know what to say and how to convey it to get the response you need.
- Maximize your ability to persuade in the workplace.
- Build rapport quickly, so you can connect with anyone.



714.833.6797
Shannon@LeadersExceed.com
www.LeadersExceed.com
P.O. Box 23144
Santa Ana, CA 92705



Shannon works with organizations who want to communicate with clarity so they can gain influence in their markets, build trusted relationships and grow their businesses. She delivers what really counts. Shannon is a member of the National Speakers Association and is a National Instructor for both the Institute of Real Estate Management (IREM) and American Management Association (AMA). She is the author of "Say it With Success: Foolproof Ways to Improve Your Presentation Skills."

SUGGESTED PROGRAMS:

✓ BUILD RELATIONSHIPS Earn Trust & Respect

- Identify the 3 most crucial steps to gain trust and learn how to use them.
- Recognize critical elements to forge relationships and inspire trust.
- Learn how clear, empathetic communication makes a difference.

✓ BE INFLUENTIAL Improve Your Presentation Skills in 60 Minutes

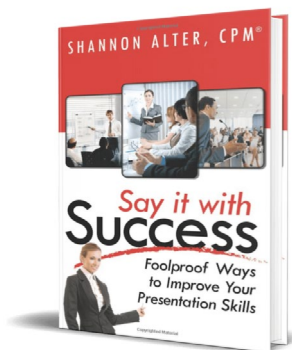
- Craft your message clearly and effectively to become more influential.
- Learn 6 strategies to get more organized.
- Differentiate your presentation by making it smooth and compelling.
- Utilize 3 action steps to conquer the jitters.

✓ MANAGE CHALLENGING CONVERSATIONS

- Understand how and when conflict arises.
- Discover 6 techniques to prepare for challenging conversations.
- Learn how to diffuse difficult situations.
- Recognize 4 common mistakes not to make.

SHANNON'S BOOKS

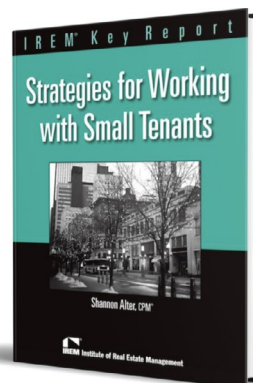
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