



Communicating with IMPACT: Six Steps to Design and Deliver Messages that Inspire Action

Session Details

Faculty:	Patrick Donadio	Date:	Thursday, January 30, 2020
Location:	Jefferson Country Club 7271 Jefferson Meadows Drive, Blacklick, OH 43004	Sign In:	8:30 AM
Phone:	(614)-759-7500	Session:	9:00 AM - 4:00 PM

Session Description

In today's high-tech world, good old-fashioned, verbal communication is not as good as it used to be. With communication in the workplace expanded to several platforms, how do you ensure the message you send will be received, understood and acted upon?

Biography

Patrick Donadio, MBA, is a professional speaker, executive coach, and author of "Communicating with IMPACT". He has taught/coached two generations of leaders and their organizations to use his IMPACT process to communicate with clarity, lead more effectively, present with power, and improve results.

For the past 30 years, Patrick has empowered audiences nationally and internationally. He has trained thousands of people, in a vast array of industries, from Fortune 100 companies to associations and governmental organizations. Patrick has appeared on the same programs with renowned speakers as: Earvin "Magic" Johnson, LA Lakers point guard; Joan Lunden, former Good Morning America host; Roger Staubach, Dallas Cowboys Quarterback; Lou Holtz, Notre Dame Legend; George Will, ABC TV news analyst and Comedian Jeff Foxworthy, just to name a few.

Patrick has served on the board of the National Speakers Association (NSA). He is one of only a few people in the world to have earned both the Certified Speaking Professional (CSP) designation from the NSA and the Master Certified Coach (MCC) designation from the International Coach Federation (ICF); the highest earned distinction from both associations.

As an executive/business coach, Patrick works with "C" Suite Executives, Entrepreneurs, and other professional services providers (Consultants, Lawyers, Accountants, Physicians). As an educator, he has taught communications at the University of Notre Dame, The Weatherhead School of Management, The Ohio State University, and The John Glenn College of Public Affairs.

Patrick's expertise has been featured in the media including: NBC TV, TIME, Psychology Today, Smart Business, Money, The Huffington Post, Columbus CEO, WCMHTV, WOSU, WSNY, and numerous industry-specific journals.

Among his many accomplishments, Patrick participated in goodwill exchanges to Japan, promoting intercultural awareness.

Time Allocation - Topics

5% Introduction

- Communication Skills Inventory
- Introduce I.M.P.A.C.T. Process

10% I = Intention (Why)

- Teach you how to craft a powerful intention statement
- Explore the Outcome Thinking Process

20% M = Message (What)

- What Communication Method should you use?
- Non Linear Approach to creating an Outline
- How to create and structure your message to achieve your intention

15% P = Person (Who)

- Identify/utilize the four fundamental behavioral styles (DiSC)
- How to Personalize the Content to the Receiver

20% A = Activate (How)

- How to mentally, physically and emotionally engage the Receiver
- Why it is Difficult to Be an Active Listener?
- 4 Tips for Improving Your Listening Skills
- Discuss active listening skills to help you stay focused and present

15% C= Clarify (What)

- What is Selective Perception?
- Five Techniques to check for understanding

10% T = Transform (When)

- How to transform your words into results
- How to Influence your Receiver Take Action to Achieve the Intention You Set
- External and Internal Transformation Tips

5% Application/Implementation

- IMPACT Worksheet to Plan and Apply the Process
- Prioritize your best ideas
- Create your Personal 90-Day Action Plan to Put These Newly Learned Skills to Work.

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