



PATRICK DONADIO

COMMUNICATING WITH IMPACT: SIX KEYS LEADERS USE TO EFFECTIVELY COMMUNICATE & ACHIEVE GREATER RESULTS

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In an environment of constant change, we communicate in countless ways. We spend as much as 80% of our waking day in some form of communication. Yet, how effective are we in our communication? Have you ever experienced a message that was misinterpreted, a conversation that didn't produce the results intended, or an interaction that was a waste of time?

Usually one's first (and incorrect) inclination when the smoke clears is to blame the other person. Whether speaking to our employees, peers, or manager, making a presentation, leaving a voicemail, sending an email or text, or anything else, we are usually trying to communicate something to someone in order to achieve an outcome and make an IMPACT! Communicating...it is and has always been one of the most critical skills for leaders. So, what can we do to hone our skills in order to be the type of leader we want to be and generate the type of results that are expected?

In this highly interactive and practical program, you will transform your communication through the introduction and use of the six-step IMPACT process. This process focuses on: **I**ntentional communication, **M**essage management, **P**ersonalized content, **A**ctivated engagement, **C**larified meaning, and **T**ransformational results. The IMPACT process, when applied, helps leaders improve communication skills by inspiring action, deepening relationships, and as a consequence, helps to achieve extraordinary results in less time.

This program will help leaders:

- Understand and utilize the six-step IMPACT process to change how you communicate in the workplace, in-person, virtually, verbally, nonverbally, and in writing.
- Identify and understand the four communication styles to develop and sustain powerful relationships.
- Learn how to actively listen to overcome communication barriers and check for understanding which will increase engagement and performance.

Competencies Addressed: Action Oriented, Builds Networks, Communicates Effectively, Drives Results, Persuades

PATRICK DONADIO

Patrick Donadio, MBA, is a nationally recognized communication strategist, executive coach, and author of *Communicating with Impact*. Thousands of leaders and their teams—from Fortune 100 companies to associations, and governmental organizations—have benefited from his results-based process. He focuses on helping leaders communicate clearly, lead effectively, present powerfully, listen attentively, build deeper relationships, and make a greater impact on their people and their bottom line. Patrick's expertise has been featured with NBC Nightly News, Psychology Today, Time Magazine, Huffington Post, Money, and also in numerous industry-specific journals. He is also one of only a handful of people in the world to have earned both the Certified Speaking Professional (CSP™) designation from NSA, and the Master Certified Coach (MCC) designation from the International Coaching Federation (ICF), the highest earned designations in both associations based on proven experience and client satisfaction.



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