



# THE ART OF INFLUENCE

**The Art of Influence is based on leading-edge research of behaviors exhibited by top performers' success model.**

Participants will be able to apply these skills for beneficial outcomes in any situation that involves persuasion, whether it is getting cooperation from an individual, making a positive impact on a group, networking, presenting an idea to a boss, co-worker or subordinate, or dealing with conflict.

## **Two-day Workshop Objectives:**

- Utilize skills to establish rapport and credibility quickly and easily.
- Demonstrate ability to pick up sensory clues from another individual.
- Use sensory clues to maximize understanding and acceptance by another individual.
- Learn how to network with ease.
- Close more sales, and in less time.

## **Praise from Past Participants**

*“Debra is a master at teaching you how to read people. This class should be required for all sales people.”*

*“It helped me to better relate to people I deal with.”*

*“It is invaluable in dealing with people both personally and professionally.”*

*“Lots of fun, great information, and a great trainer.”*

*“Increased my communication skills with everyone!”*

*“Excellent, fun way to learn how to be more effective with my customers.”*

**Presented by Debra Pestrak**

Debra Pestrak is an award winning professional speaker, seminar facilitator, and coach who delivers high impact, educational, results oriented, and empowering seminars. Debra teaches what she has learned from her own life and is helping others to apply these skills to theirs. Debra worked in corporate America for 26 years. She has a degree in Business Administration and Management, extensive NLP (Neuro Linguistic Programming) training, and over 18 years presenting to various companies across North America and Canada.

Call 888.786.3777 today to reserve your seat for this hands-on workshop.  
You can register on-line at [www.DebraPestrak.com](http://www.DebraPestrak.com) or fax form on back.

Debra@DebraPestrak.com  
www.DebraPestrak.com  
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Fax: 760.434.7076



## How Are Your Communication & Listening Skills?

**At Last**, a seminar that teaches you the “**How-to’s**” in establishing trust and rapport within those crucial first minutes of interaction. I’m sure you’ve heard the saying that:

**“You never get a second chance at a first impression.”**

**Attain the skills to leave a great impression!**

Do you consistently get the results you want when communicating with others? If not - take the mystery out of communication with others. Learn the listening and pacing skills that will enable you to establish **instant rapport** and **easily** influence and persuade others, and for others to understand you more readily. Increase sales up to **60%**, greatly improve your customer service, save time by communicating effectively, and improve the overall performance and bottom line of your company.

### BENEFITS FROM ATTENDING THIS PROGRAM

*Acquire the #1 sought after skill - people skills.*

*Master the 6 skills to achieve rapport quickly.*

*Learn how to achieve the results you want effortlessly.*

*Learn how to influence someone to your way of thinking.*

We all make our own choices about how we interact with others which determines whether we will achieve what we want in that interaction. Wouldn't you prefer to consciously know how to influence others with integrity and achieve what you want in life?!

**San Juan Capistrano Conference & Retreat Center**  
**29251 Camino Capistrano, San Juan Capistrano, CA 92675**  
**Telephone for hotel reservations—949.347.4000**

**Workshop: March 22 & 23, 2007**  
**Thursday 8:00 am to 6:00 pm**  
**Friday 8:30 am to 12:30 pm**

Method of Payment:  Check - Payable to Debra Pestrak, Inc. \$299 per person \_\_\_\_\_

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Fax to: 760.434.7076 or call 888.786.3777.

You can register on-line at [www.DebraPesttrak.com](http://www.DebraPesttrak.com)