

THE PRESENTATION SECRETS OF...



**Presentation Skills Consultant
John Fallon**
www.johnfallonpresents.com
www.teachersaspresenters.com
www.ppt4teachers.com

Keynote / Breakouts / Training / Workshop **Descriptions**

Teachers as Presenters is a combination of classroom instruction (using John's "teaching by example" technique) and a one-man stage show packed with humor, key points, highly engaging personal stories and, of course, the music of Billy Joel. Just because of the entertainment style of delivery, don't think this is just a show with no "bang for the buck". This program is hard hitting with take-away's every member of the audience will be able to use the next day, making it a presentation that audience members won't soon forget.

Whether John is used as a keynote speaker or in a workshop, Teachers as Presenters is all about being the best you can be! John's message builds enthusiasm, confidence & excitement for everyone in the audience! Your team will leave inspired, informed and entertained through this powerful and entertaining program. It's the perfect solution to combat the tired, boring meetings we're used to attending.

Teachers as Presenters is an entertaining, educational and an audience participation program delivered with flair. Plus, for you conference planners... it's the perfect program to build your event theme around.

And oh yeah... they'll also have fun, laugh alot, hear some great stories, and will talk about this being their favorite session of any presentation or conference!

PROGRAM DESCRIPTION: (Keynote - 1 Hr / Breakout - 90-Minutes / Workshop - 3 Hr)

The Presentation Secrets of ... Billy Joel????

What presentation attributes does Billy Joel have that we need to know and use? Well, showmanship, story telling and relationship building to name a few. These attributes develop a following and create a reputation of excellence. When you have fans, your worries about your next presentation are over. Most presenters look alike, sound alike and talk alike. The most successful speakers and presenters know how to make themselves different from the rest. Discover what it takes and what you have to do to create / design that next Presentation success !

For every successful presentation, there is a presenter who has mastered message development, has polished platform skills and designs effective image support materials in PowerPoint. You can be that presenter. The days where just a PowerPoint presentation or a "read from a script" packaged report was considered your presentation is over. Just like with Billy Joel lyrics, for the message to be heard, believed and acted on, you as the presenter must be motivational, inspiring and engaging. Not everyone has the knowledge or skill sets they need to be a successful presenter, but they aren't difficult to learn and contrary to popular belief... good presenters are MADE not BORN. As presenters, it's in our best interests to make a good impression on our audiences because whether we like it or not, people make an impression about who we are in as little as eight seconds, then judge whether they want to work with us based on an impression. Most times that impression the audience sees is different than how we see ourselves. Billy Joel has been around for quite awhile--- what's his secret???

The Presentation Secrets of ... Billy Joel???? takes an inside look at how our favorite speakers and presenters use showmanship, platform skills and message construction to transform a presentation into an

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experience. John pulls back the curtain to reveal the design techniques of how it's done and shows you new and creative ways to maximize the potential of success for your next presentation.

By attending this presentation audience members will learn...

- *Key attributes that real PROS use to WOW their audience!*
- *The #1 idea that will help your next presentation.*
- *The importance of entertaining, engaging, and personalizing a presentation.*
- *The #1 secret to move your presentation from average to awesome.*

Program Description: (Keynote- 1HR / Breakout- 90 minutes / Workshop 3 hrs.)

Teachers as Presenters... Shifting Paradigms

Whether we like it or not... Teachers are Presenters.

About ten years ago, I had a conversation concerning presenters, presentations and presentation skills with fellow NSA member and Business Performance Expert Joe Calloway who said, ***“Teachers are Presenters... they just haven’t figured it out yet. Teachers need to have the same skills and perform at the same level that professional presenters demonstrate when they are delivering a presentation to a board of highly influential business executives. The only real difference between the skill sets demonstrated by either is the venue... the boardroom or the classroom”.***

And it's so true. After being in the classroom for almost 40 years, I believe that every time a teacher steps in front of the classroom to teach a lesson, it needs to be delivered with the same ***“sense of high stakes urgency”*** that top performing business presenters deliver presentations in the business sector.

All presentations, whether in the Education or Business sector, are about change, selling, performance and teaching. In the classroom, to impact student achievement... ***isn't that what teachers are supposed to do...engage students to impact change and improve performance?*** As teachers, we're always selling... whether it's our knowledge, skills or content and trying to motivate and convince our *“audience”* to buy by making them **WANT** to buy what we're selling.

Today, due to public outcry, if teachers didn't feel they had a vested interest concerning student achievement and student disengagement, they do now when their professional evaluations and income are now linked to those same **over OR underperforming** students. In addition to student achievement improvement, teachers themselves will experience a renewed “joy” of teaching.

Unfortunately, there are many teachers who don't have or demonstrate these presentation skills. This could be a result of *“teacher burnout”* or being *“in a rut”* for the experienced teachers, lack of time to hone presentation skills for the novice teacher, or for those who may never of had the opportunity or experience to consistently deliver presentations in a college educational program or a High School Teacher Cadet program. ***“Presenters are MADE not BORN”.*** John Fallon and the **Teachers are Presenters** program can assist you with helping to **“Make”** presenters by providing you with the opportunity for Educator Professional Development.



The banner features a black background. On the left, the text "THE PRESENTATION SECRETS OF..." is written in a white, slanted font. Below it, the name "BILLY JOEL" is displayed in large, stylized letters, each containing a small image of Billy Joel. In the center, a photograph of John Fallon, a man in a dark suit, is shown. On the right side, the text "Presentation Skills Consultant John Fallon" is written in white, followed by three website URLs: "www.johnfallonpresents.com", "www.teachersaspresenters.com", and "www.ppt4teachers.com".

By attending this session, audience members will learn...

- How to match and improve their message design to meet the needs of varying audiences from the ballroom... to the boardroom... to the classroom.
- The #1 way to improve any message by weaving personal stories and storytelling into any presentation.
- The quickest ways to improve their own platform delivery skills and develop audience relationships.
- How to lower "student disengagement" issues and motivate students to higher achievement in their classrooms.

Whether needing a Keynote or breakout session, John Fallon's style and approach (**The Presentation Secrets of Billy Joel**) to instructing groups or individuals at National, State or Association Education conferences, District in-services or School training sessions is unparalleled. John is also available to talk with students in a classroom or assembly environment in High School Teacher Cadet or College Education / Teacher Programs.

"Can't" is Just a Four Letter Word Changing Attitudes from Negative to Positive (Keynote Only)

How many times have we allowed someone to determine our destiny just by telling us that we "can't"? Has the word "can't" ever stood between us and career advancement? Why do we allow the word "can't" to control our life and attitude?

To many people, the word "can't" is an insurmountable obstacle that can ruin one's life. It doesn't have to because... everyone must realize that "Can't" is just a four letter word.

"Can't" is just a four letter word puts our self belief system under a microscope, determines how it affects us psychologically and prepares us for success or failure..

By attending this presentation audience members will learn...

- ***Attitude can be everything.***
- ***How to turn negatives into positives.***
- ***The importance of believing in yourself.***
- ***The #1 secret to becoming successful.***

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**All breakout sessions, trainings and workshops
are based on concepts stemming from
“The Presentation Secrets of Billy Joel” Keynote Address**

**Storytelling... Channeling your own “Scenes from an Italian Restaurant” for a
Signature Story**

You don't have to be the next “Piano Man” Billy Joel to write and deliver stories that deliver a point like those in the songs “Leningrad”, “Allentown” and “The Downeaster Alexa”. What you need to know is how to choose / develop / deliver your story so that it supports your point and touches the audience's hearts and minds. In this session, you'll discover the process of story “development”, story “telling” and story “performing”.

**Intentionally Designing Your Message... a “Say Goodbye to Hollywood” to
“Summer Highland Falls” Contrast**

In all Billy Joel's songs and addresses, he has a message to deliver to his audiences. You have a message to deliver too. But, do you really know how to intentionally and effectively design your message for the ultimate audience experience? In presentations, without structural, delivery and emotional contrast, you'll just be another one of those mediocre presenters presenting those same old boring presentations containing messages that no one will remember after they leave the hall. You might as well have sent your presentation as an email or an interoffice document. With John Fallon, learn to discover the core message you need to make your message impactful and delivered with the skill of a pro.

YOUR Platform Skills... sometimes it's about “Everybody Loves You Now ”

“Baby all the lights are turned on you--- now you're in the center of the stage. Everything relies on what you do, you are in your prime you've come of age”. As Billy Joel says in his song “The Entertainer”... you can't be “just another serenader in another rock and roll band” and you might find your platform skills won't be having the audience sing “Everybody Loves You Now” to be a successful presenter. Developing the “Platform Skills” you need that supports your message is only part of the presentation equation. The physical and vocal skills that you possess to communicate with your audience are essential for message delivery and the audience experience. Join John Fallon as we discover the skills we have and the skills we need to hone to be more effective, engaging and successful presenters on the stage--- and in the classroom.

Presenter - Audience Relationships... “Getting It Right the First Time”

Your relationship with your audience needs to be established in the first 8 to 30 seconds of your presentation. So, just like Billy Joel... you need to “Get It Right the First Time”. In life, establishing and building relationships are incredibly difficult. If that's so, how does Billy Joel so quickly establish rapport with both his concert and keynote audiences? The answer is simple... it's about knowing yourself as a presenter, knowing the members of your audience and having the desire to put the needs of the audience above your own... making your presentation an experience for your audience first... and then ultimately--- you..



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Humor... Being “Just the Way You Are”

When it comes to including humor in a presentation, you'll find that I believe there's nothing funny about humor and you just have to be yourself. Humor is one of the most difficult and misused techniques incorporated into many presentations. I hate to break your heart but, humor isn't just about joke telling... and chances are you aren't going to be the next Jerry Seinfeld. Billy Joel, on the other hand, has mastered his humor components when in a presentation environment. Join John to learn many of the same tricks and techniques both Billy Joel and professional presenters / speakers use during their presentations.

Presentation Anxiety... and suddenly you're feeling the “Pressure”

Just ask any performer. If they say that they're not nervous about walking out in front of an audience, they're either a fool or a liar. Unfortunately, in many cases, we're used to lying, not only to others... but to ourselves. Presentation or performance anxiety can be a good thing if you know how to control and channel that anxiety. Join John to discover some tips to controlling and eliminating your anxiety before you deliver that next “Big” presentation.

Q&A and Improv... “And So It Goes”

You've finished your presentation and you were stellar. Now begins your Q&A when suddenly it's like you've never been in front of an audience before. Your presentation flops, you shrug your shoulders and think... “And So It Goes”. Improv can be just like a Q&A session after your presentation is finished. How are you going to handle what maybe some difficult questions concerning your message with no additional preparation time? When Billy Joel delivers his Q&A style presentation “An Evening of Questions & Answers with Billy Joel... and a little music”, he may be able to anticipate what questions audience members will ask... but not ALL the time. How you prepare in answering audience questions is essential to the audience experience, your credibility and the message “takeaways”. In this session, we'll explore some techniques that will make your Q&A's more successful and less stressful.

Don't sing “I Go To Extremes”... 10 Tips to Design Your PowerPoints

You may not find “visual supports” for when Billy Joel delivers a Keynote presentation but when was the last time you went to a Billy Joel concert and didn't see OUTSTANDING visual support for the performance on stage? Let's face it... We've all experienced it. It's the PowerPoint / visual support part of a presentation we never, ever wanted to endure. PowerPoint presentations can make or break a message, a sale or a training session. All it takes is a combination of poor graphics, text, colors, images and animations to completely turn your audience off. When the audience is turned off, the message isn't delivered. Through this humorous, engaging and entertaining session, learn some of the elements that combine to create an outstanding PowerPoint presentation.

Pecha Kucha Presentations... “Cutting It Down to 3:05”

What is Pecha Kucha??? PechaKucha is a simple presentation format where you show 20 images, each for 20 seconds. The images forward automatically and you talk along to the images. The difficulty comes when your message construction, delivery skills and technology collide in an unforgiving timed scenario. Your

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entire presentation takes only six minutes and forty seconds. “3:05” isn’t exactly “6:40” but the idea’s the same. Do you have the ability to consistently design and deliver an effective PK presentation? Do you know the secret for success? This session will not only hone your presentation delivery skills but also allows you to gain the needed confidence to be successful. Just like Billy Joel discovered with making his songs commercially successful... sometimes you have to “cut it down to 3:05”.

IGNITE Your Flipped Classroom... “We Need to Start the Fire”

Instructional / Lecture videos developed by the Khan Academy and TED-Ed are awesome for those focused students in AP and Honors level classes, but what about the students that don’t have the focus / self-discipline to watch 16 to 25 minute videos to prepare for their next class? The solution is... “We Need to Start the Fire” for those students and John Fallon can show you how to take your content and PowerPoint to develop 5 minute instructional videos for your Flipped Classroom.