



Speak as well as you think

Our Value Proposition: What We Do For You

At Vautier Communications we coach your **'Talent'** to communicate critical internal and external messages in a clear, crisp and compelling manner driving your business results. The outcome is that those who hear these messages 'act on them, understand them and/or believe in them'.

Improving Your Potential

When you **'speak as well as you think'**, you are described with words like:

Credible	Natural	Passionate
Confident	Compelling	Clear
Interesting	Organized	Concise
Genuine	Professional	Charismatic

When you are described this way, you can:

- **Create Change**, by selling your ideas, products or services internally and externally and having your recommendations accepted.
- **Share Information**, by clearly and concisely delivering news, updates and strategies.
- **Lead Others**, by effectively sharing your organizations' vision, goals and results and helping others 'buy into them'.

Your Own Personal Coaching Solution

The Four Quadrants of Communication

Executive Presence
Intentional Physical & Vocal Presence

Message Organization
Format your information

Delivery
Informal-----Formal

Q & A / Facilitation
Interacting with your listeners



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Executive Presence

What do you do with yourself?

Focus	Confident
Gestures	Credible
Movement	Compelling
Volume	Professional
Inflection	Genuine
Momentum	Interesting
Non-words	Natural

We begin by coaching individuals on where to look, how to stand, sit, move, gesture and how vocal strength affects delivery.

When executed well, these adjectives are assigned to the speaker from their listeners. The speaker would be described as having strong or 'Executive' presence.

Next we consider who your listeners are and when you're done speaking, what you want them to **Know, Do, or Believe**.

We provide formats to **Inform, Persuade** and **Inspire**. You learn the 6 key Forms of Influence and how to organize your message so it flows effectively.

Message Organization

Format your information

Consider your **listeners**
Determine your purpose:

Know This

Do This

Believe This

Create **persuasive evidence**

Organize **Examples & Personal Experiences**

Delivery

Informal-----Formal

Extemporeous

Notes/Handouts

PowerPoint

Script/Prepared Text

Internal Video

Webinars

Media Interviews

TelePrompTer/TelePresence

We then coach you to apply the executive presence skills to your preferred delivery method using a message you have organized.

Delivery methods range from Informal to Formal. Great speakers can communicate effectively using each of these delivery methods.

We finish with Q and A and interacting with your listeners. You'll learn to answer questions directly and respond effectively under pressure.

When giving testimony or speaking with the press, you learn how to deliver a consistent answer, response or viewpoint.

Q & A / Facilitation

Interacting with your listeners

Standard Q & A: **Answer questions directly**

Hostile Q & A: **Rephrase & answer directly**

Establish **Viewpoints & Responses**

Handle Questions of Interest

Manage Objections

Turn-Key Delivery

We Provide

Digital Video Camera
Tripod
Video Review Player
Headphones
Individual DVD Discs

Client Provides

Conference Room
LCD Projector
Screen
Flip Chart with markers
Power Cords

Coaching Options

Group Coaching of 2-16 participants can be conducted over a 1-2 day period.

Individual Coaching can take place over a full day, part day or multiple sessions over time. 1-3 individuals can be coached within a given session.

Our coaching is highly interactive. You learn by doing.

We Prepare

Executives for: Wall Street guidance, merger/acquisition announcements, annual meeting preparation, board of director meetings, industry speeches, vision speeches, media preparation, crisis communications, internal videotapes

Managers for: Announcing new initiatives, updating internal management, client meetings/presentations

Sales Teams for: Capabilities presentations, final client contract presentations, new product launches, technical presentations, Pitch Book presentations

I.T., Engineers & Technical Support for: Delivering technical presentations to non-technical audiences and making them more understandable

All business people for: Effective communication to drive their business results

Our Areas of Expertise

Executive Presence & Communications
Presentation Skills
Sales Presentation Skills
Web Presentations & Meetings
Technical Messages
Client Centered Selling Skills
Performance Coaching Conversations

Media Skills
Press Conference
Crisis Communications
Delivering Testimony
Delivering Bad News
Speech Coaching
TelePrompTer / TelePresence

Communicating Across Cultures

Select List of Group Coaching Conducted

BASF	Site Manager Media Skills
Cintas, Inc.	Executive Coaching & Presentation Skills
Robert Bosch, LLC	Executive Communication Coaching
Chrysler Financial	Deliver Training over the Web
Holcim (US), Inc.	Media Skills for Plant & Environmental Managers
Heitman	Pitch Book Presentations
Lear Corporation	Media Skills
Pearson Reid London House	Developing & Delivering a Value Proposition
Pearson Education	Client Presentations & Implementation Training
KaufmanHall	Delivering Technical Presentations
Molex	Video, Sales & Internal Presentations
MillerCoors	Chain Sales Presentation Skills
Beam Global Spirits & Wine	Train-the-Trainer for Brand Presentations
Ford Motor Company	Executive Communication Coaching
Mesirow Financial	Board Room & High Net Worth Presentations
ASRC/NASA	Critical Recommendations Under Pressure
UPMC (University of Pittsburgh Medical Center)	Executive Coaching, Media & Presentation Skills
Allstate, Ford, UTi, Saudi Aramco	Talent Development/Management Programs

Select Senior Executive Coaching Conducted

Vice COB, (previous) General Motors	President, Manitowoc Crane
CEO (4 of last 6) Ford	COO UPMC Cancer Centers
CEO Molex	CFO Oakwood Healthcare
CEO (previous) Oakwood Healthcare	CFO UPMC
CEO Morton-Thiokol	CFO Cinergy
CEO (previous) Detroit Medical Center	CFO (previous) General Motors
CEO (previous) Henry Ford Health Sys.	CFO (previous) Ford
CEO (previous) Visteon	CFO (previous) Lear Corporation
President, Robert Bosch, LLC	CFO (previous) Delphi
President (previous) Motorola	CIO Nationwide Insurance
President, ICS Division, UPMC	CIO (previous) Ford
President, LIFG, AEGONUSA	Chief Investment Officer, DTE Energy
President, DTE Coal Services	Chief Human Resources Officer, UPMC
President, the America's J & J	V.P. H.R., DTE Energy
President, Molex	General Auditor, DTE Energy
President, Business Markets Cingular	M.D., Wachovia Securities
President, American United Life	EVP Client Svcs. & Marketing, Heitman

Client Testimonials

Chairman: "It was excellent. Thank you. Suggestions would be to do our group in a slightly smaller size which would allow for a little more instruction & coaching. Otherwise, just fine."

CEO: "Outstanding. Session really brought to light my bad habits. I would like to use you for my consulting group."

President: "Outstanding! Good real world examples and practice tools to make us better leaders---thanks!"

Executive Vice President: "Very non-threatening seminar. It was amazing to see the growth in ourselves and co-attendees from the morning to the afternoon. This is a very productive use of my time and should benefit all participants in the future."

Senior V. P. Human Resources: "Great session. Your idea and way of presenting the topics/issues are right on target. Time flowed very well – made 3 hours seem very quick. Thanks."

Senior Financial Manager: "One of the best instructional sessions I have attended in my business career (and formally being in the training/leadership development field—I have been in a lot of sessions). The opportunity for so much behavioral practice is fantastic and the timely, specific feedback is great. Executives can really benefit."

Director Engineering: "It was very beneficial. I do interact with customers & reporters on a regular basis and this training has given me the tools to use to be more effective in my response."

Program Director Talent Management: "Great investment! The materials are clear & it's easy to take a lot away from this workshop. The feedback is provided in an effective manner with high value impact. Thanks!"

Manager, Global Sales Training: "Excellent exercise in professionalism. John is a very dynamic speaker and teacher, which is why I would highly recommend."

Division Administrator: "Best course I have ever attended!! I was terrified of public speaking before I took this course and the teaching was so clear and helpful. By the 2nd day my confidence level had soared."

Sr. Clinical Research Scientist: "One of the two BEST internal training sessions in the past 3 years. I think all of marketing should have this as mandatory."



V A U T I E R
COMMUNICATIONS

Company Profile

Vautier Communications incorporated in May of 2004. We are dedicated to the 'Business Communication Skills' space. We pride ourselves on cutting edge technology, individualized service, and unique retention tools at a very competitive price.

We are easy to work with and value a strong and lasting client relationship over time. Since inception, when a client engages us, 87% of the time they contract for additional coaching.

John Vautier is President and founder of Vautier Communications, Inc. He spent the first 20 years of his career in this field with an industry leader, Communispond, Inc. In that role, John sold and delivered communication skills to hundreds of key executives at Fortune 500 companies as well as smaller companies and individuals. Today, clients come from Healthcare/Pharma, Manufacturing, Educational Services, Automotive, Financial Services, Insurance, Telcom, Technology and Utilities.

Over his years in the industry John has accumulated his '10,000 Hours of Coaching' as Gladwell describes master competency in Outliers.

Key accomplishments include:

- ❖ Coached 4 of the last 6 CEO's at the Ford Motor Company
- ❖ Trained an existing sales force for successful pharmaceutical product launch
- ❖ Prepared the president of a major cell phone manufacturer for quarterly Wall Street guidance meeting
- ❖ Coached executives to deliver testimony to the Rodgers Commission after shuttle disaster
- ❖ Featured speaker at IMCA (Investment Management Consultants Association) national meetings in 2006, 2008 & 2009 and National Retail Federation Loss Prevention in 2010

Executive Coaching Staff

Our staff of Executive Coaches comes from all walks of life including V.P. Sales and Customer Service, Ph.D. Academics, Hospital Administrators, Plant OD/HR Managers, and TV Anchors. Together we have over 180 years combined coaching experience at both public and private companies located in the U.S. and globally.

Senior Administrative Team

Our senior admin team is highly responsive, extremely gracious, customer focused, and has great attention to detail.



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