

Are you looking for a Break-Out Session that no one is going to want to skip out of?

Andria Goldin presents one-hour workshops where new communication techniques designed to fit your corporate group are learned and practiced. Everyone leaves with a new approach to engaging with their potential customers and cultivating stronger team work relationships among their peers.



Categories: Improving Communication Skills, Marketing Strategy, Entertainment

Learn how to see the Numbers at work!

***Before the Handshake:
Knowing the Person You Are
About to Meet***

A Sales and Marketing Motivational Tool and an under-the-radar self-help presentation, without the audience even knowing.

No matter what generational age group is participating in the Workshop, the common core of how to interpret what you see when meeting a new person applies to everyone.

The participant will quickly learn with the communication techniques and tools given in this workshop how to establish rapport when talking and listening to a person you just met.

In an hour Andria will teach the fundamentals that will accurately assess your first impressions when meeting your next client or customer.

Andria will show the attendee how to accomplish this by:

- Introducing the social concept of how to start the conversation
- Demonstrating through live interactive examples and exercises
- Learning how to watch, observe and listen
- Using of the Visual Aids provided
- Recommending resources to learn more, if desired

***Understanding Others;
Understanding Yourself***

A Communication system that reveals immediate information about the key components that make up how a person thinks, feels and acts and how you think feel and act towards that person.

This is a more in depth workshop that delves further into how the participant can interpret and interact in business relationships.

In this session, the participant gains a greater perspective of where another person is coming from which leads to greater understanding in the partnership. Knowing this technique can aid in developing new and smarter sales and marketing strategies.

The attendee will learn:

- How to integrate the communication techniques into most any situation
- To apply their new learning skills to their customer relationships and their fellow associates and team members.
- How to use the Visual Aids provided
- Where to access further resources to learn more, if desired

**Highly recommended the participant first attend the Before the Handshake Workshop, however this program can be adapted.*

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Offering

Private Consultations

"I catch you in the act of living a number which, in turn, helps you achieve clearer perspective on how life works for you".

Andria Goldin is owner of **MeetingKnowledge, LLC**, a company that is dedicated to bringing the best of good thinking to Meeting Marketing and the Hotel Relationships. She has been in the Meeting Industry for over 30 years in various capacities. As a theatrical lighting designer she traveled across the country with national tours and then transitioned into corporate business meetings when she went to work for Leslie Buckland's Caribiner, Inc. That experience transferred well when Andria went into Corporate Meeting Management and Hotel Sourcing. Andria is an AWAI Circle of Success marketing content writer and is a regular Columnist for *Hotel News Now*. She holds a BFA in Technical Design from Boston University.

Workshops are customized to be relevant to the corporate company's working environment and culture.

