

INSTRUCTION AND COACHING

Craig's Coaching can help you in the following areas:

Communicate Powerfully at Work

- Give compelling presentations that get results
- How to recruit effectively (how to make "The Ask")
- How to Exude Confidence and Project Authority
- Lead and Team with Success Using Listening Skills

Effective Communication Skills

- Speaking Clearly and Audibly
- Enunciating Effectively
- Employing Vocal Variety
- Learn All About Interview Dynamics

Become A Versatile Communicator

- Take the Chill Out of Cold Calls
- Take the Lead in Meetings and Discussions
- Constructively Critique Someone Else's Performance
- Employ Active Listening techniques

When The Going Gets Tough

- Learn to Handle Difficult Questions & Questioners
- Speak Up & Speak Out : Effectively Asserting Yourself
- Negotiate Effectively
- Learn to Communicate with Different Styles and Types

Effectively Communicate in "One-on-One" Situations

- Learn Coaching and Training Techniques for Twosomes
- Build Trust and Confidence in Others

Let Craig customize a plan to help you communicate with clarity and confidence... Success Awaits You!

CRAIG HARRISON

510/547-0664 Direct
Coaching@ExpressionsOfExcellence.com

CRAIG'S CLIENTELE

Craig coaches men and women intent on improving their outlook, performance and effectiveness.

Clients include executives, managers, those seeking managerial advancement, and the self-employed.

TESTIMONIALS

"Craig is a natural! He has the ability to extract inner talents that were either untapped or trapped inside. He is insistent that one's abilities far outweigh individual limitations. Craig is insightful and has fun while guiding you to self-motivation...and with that motivation, you will do things that you thought were either long gone or impossible...you will shine!"

*John T. Edwards Jr., President
20x20 Vision, San Jose, CA*

"Craig is a delight to work with. As a coach he's encouraging, full of wonderful ideas, resources, and even helpful contacts. He has offered me creative ideas on how to grab and hold the attention of audiences, ideas that I can now say worked better than I would ever have imagined. After incorporating tips from Craig, audiences have been much more interested in what I have to say."

*Nancy Blachman
Training Director
VA Linux Systems, Mountain View, CA*

"Craig gave me courage and confidence. He turned my perceived weakness as a foreigner into my greatest strength. He is creative, fun and easy to work with. I recommend Craig (and tea!) to all health minded people."

*Dr. Sonia Ghaemi Ed. D, RD
Researcher, Food Therapist,
Health Conference Organizer*

RATES

In Person\$150/Hr.
Via Telephone.....\$125/Hr.

Strict confidentiality observed.



ONE-ON-ONE COACHING FOR PROFESSIONALS



**Helping You
ASPIRE & ACHIEVE!**



Craig Harrison's
**Expressions
of Excellence™**
Sales & Service Solutions Through Speaking

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www.ExpressionsOfExcellence.com

Books, classes and conversations with well meaning parents all help you negotiate the day to day travails of life. Each is helpful.

Meanwhile, who can help you with work related problems? Who can you talk to about strategic planning, professional development issues, and identifying and resolving patterns of behavior which may be problematic?

Who can help you clarify aspirations, discuss timelines and timetables for achievement, and assist you in making your dreams come true? A personal and professional coach.

- ▶ Coaches help you see the big picture.
- ▶ Coaches can work with you on implementing short-, medium- or long-term changes.
- ▶ Coaches work with you regularly to improve performance, enhance confidence and clarity regarding goals and objectives.

Every successful professional has a support system of experts, specialists and subject matter experts. Who's in your corner? Let it be Coach CRAIG HARRISON.



All About Coach Craig Harrison:

Craig Harrison has coached with Olympians and Hall of Fame athletes with San Mateo's PROS FOR KIDS.



CRAIG HARRISON has ten years of experience in corporate settings in Silicon Valley and on the Silicon Isle of Alameda.

Craig has managed, coached and mentored men and women in the database and publishing fields. His leadership skills have guided boards of directors (Chairman



of Cupertino's KKUP-FM Radio Station, president of National Speakers Association of N. California chapter), inspired and motivated a Toastmasters District (2000+ members in 15 clubs throughout Northern California) and fueled various sports teams in the United States and Australia.

Craig's Philosophy:

Craig believes we can all *Aspire and Achieve*. He believes milestones are stepping stones to further greatness. Stressing that success begets success, Craig helps clients clarify their aspirations, develop a plan, build a support system and incrementally track their achievements.

Craig is a partner in your success, empowering you to transcend your own perceived limitations.

What's Your Communication Quotient?

Rate yourself in the following five areas. Place a + or - to the left of each line depending on whether you currently are strong or weak in each activity.

Can You Interact Successfully with Strangers?

- Do people sleep, snicker or snore when you speak?
- Do people rebuff your recruiting efforts?
- Do you command attention by your title or style?
- Do your employees feel heard and valued?

How Effective Are Your Communication Skills?

- Can You Give A Prepared Speech?
- Can You Speak Extemporaneously?
- Can You Make A Sales Presentation?
- Can You Interview Someone Else? Be Interviewed?

How Versatile A Communicator Are You?

- Can You Make A Cold Call?
- Can You Train Others?
- Can You Conduct A Meeting As Its Leader?
- Can You Constructively Critique Another's Performance?

When The Going Gets Tough

- Can You Handle Constructive Criticism?
- Can You Assert Yourself When Necessary & Speak Up?
- Can You Negotiate Effectively?
- Can You Co-exist With Diverse Personality Styles?
- Can You Instill Trust in Others? Engender their Support?
- Can You Diffuse Verbal Criticism and Maintain Control?

How Effectively Can You Communicate in "One-on-One" Situations

(See Reverse Side)