

Want a V.I.P. event?

(that's Value, Impact, Purpose)



Jeffrey Hansler, CSP
speaker, author



*Certified Speaking
Professional*

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Presentations and Programs

- Complete range of communication presentations and programs
- Client objectives set presentation preferences
- Learned skills yield specific outcomes
- Speaks to confidence, performance and results

Jeffrey Hansler's presentations are unique to your specific needs and objectives. His vast business experience and expert training skills provide a wide range of presentation applications to help you solve problems and improve performance in sales, customer service, leadership, influence and negotiation, time management, teamwork, management and change. His command over 180 hours of training material and experience as a keynote speaker are fundamental to the creation of your presentation.

Popular presentation titles include:

- *Cloning the Million Dollar Sales Rep*
- *Influence, Persuasion, and Negotiation*
- *Laughter is Good for the Bottom-Line*
- *Life is a Funny Thing*
- *Listen Up – It's Good for Business*
- *Negotiations Magnificent Eight*
- *Superstar Performance*
- *You Make It Happen*
- *Winning in Sales*
- *Working the Hourglass*

If your organization is dealing with multiple variables and objectives, then you will benefit from a program designed to advocate the critical point of view and deliver advanced level skills. Follow-up programs are available to thoroughly insure that the skills learned are translated into lasting positive change and measurable results.

Jeffrey will help you to take advantage of the conflict, controversy and change that occurs in every business. Jeffrey's presentations will help you turnaround the challenges that threaten profit and growth. Jeffrey's presentations will help your organization to speak, hear and act in a fashion that truly makes a difference to financial and attitudinal results.

Jeffrey Hansler is an expert trainer, author, motivator and educator. His ability to translate corporate objectives into entertaining, absorbable and memorable programs is constantly validated by the feedback of his clients. He is proud to serve those who are excited about investing in their future and possibilities of creating a difference.

"The difference is simply powerful!!! We are more cohesive... open... understanding. Thank you for sharing your mastery in the areas of communication and negotiation."

Kim Callis, General Mills

"Talk about Cloning the Million Dollar Sales Rep – I guess we should talk about cloning you! You spoke at thirty-six trade shows for DMIA and our members are still talking about you. What a hit!"

Lloyd Tucker, DMIA

The V.I.P. Formula



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He can open an event – setting the tone. He can close an event – tying everything together. He can re-energize your group at a mid-way point, and deliver a program that will get them on their feet with appreciation. You can count on Jeffrey for a great program and an outstanding performance.

If we are the right fit for you, we want to be your choice for a successful program. Call us today and choose the right program for your organization.

Clients include:

National Business Travelers Association
Boeing Management Group
UC Berkeley
Aetna
General Mills
Borg Warner Protection Services

Sales and Marketing Executives
Lexus
VISA USA
Xerox
Vans Shoes, Inc.
AT&T ...and many more

... a custom-tailored presentation designed especially for your event!

"I listened to his tape and found him to be engaging and full of energy. We are at the crossroads of change and needed someone with energy to give us a thrust forward. His keynote presentation surpassed what I had anticipated! His style made us feel like we had known him for years."

Neal Owens, Chairman WBSA

Jeffrey uses the **Directed Communication™** model to develop all of his programs. The intuitive process Directed Communication™ is simply: *What successful people do!* All of Jeffrey's programs combine the following simple truths with easy-to-remember rules that raise the influence of every participant. Salespeople, managers, department heads, CEOs, customer service, and front line employees will all be saying, "I know exactly what I will do to put these principles into practice!"

Directed Communication™

- Understanding the assumptions in every relationship.
- Optimizing your assessments of individuals and their purpose.
- Asking the right questions to identify values, needs, and attitudes.
- Formulating agreements based on what you learn about your counterpart.
- Managing promises, obligations and responsibilities.



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