



Body Language: Reading Body Language as a Sales Tool

Description: *The messages that our bodies send while we are speaking can make or break your sales pitch. Body Language Training is a one-day body language course that will teach students how to read non-verbal signals, interpret the signs, and send the right message. Learn skills related to space, eyes, mirroring, and even what to wear.*

Session One: Course Overview

Session Two: Body Language

- Making the Grade
- Looking into Ourselves

Session Three: Give Me Some Space!

- Space Issues
- Practice for All

Session Four: What's Your Face Saying?

- Your Face is the Base
- The Eyes Have It

Session Five: What's Your Body Saying?

- Speaking with your Hands
- Getting a Leg Up
- Tools of the Trade

Session Six: Pre-Assignment Review

- Pre-Assignment Discussion

Session Seven: Mirroring and Leading

- Creating Relationships
- Matching and Mirroring
- Pacing and Leading

Session Eight: Monitoring Your Posture

Session Nine: Dressing Up

- What Should I Wear?

Session Ten: Shaking Hands

Session Eleven: How Are You Doing?

- Can I Trust You?
- Workshop Wrap-Up