

## **Presenting to Win**

Tom Wagner, Wagner Consulting Group

Thirty million presentations will be given today. Millions will fall flat. Millions more will be received with yawns. A rare few will establish a profound connection in which the presenter and audience understand each other perfectly, discover common ground, and decide to act. People who connect like this have learned how to persuade others, and this is important to you because delivering effective presentations help you get more of what you want in life!

Presentations are more than speeches or slide shows. You are presenting when you deliver a job progress report or make an appeal for participation in a volunteer activity. Effective presentations are built on a few fundamental concepts, and “Presenting to Win” will give you the tools to achieve presentation excellence and avoid “Death by PowerPoint.”

*Tom Wagner is president of the management consulting firm Wagner Consulting Group, Inc. He has helped scores of businesses in diverse industries – from accounting to utilities – and now focuses on succession planning and employee development for A/E/C companies. His most valuable work for clients is executive coaching management development, and strategic planning.*

*Prior to founding Wagner Consulting Group in 1993, Tom was division General Manager for SkyTel and managed hundreds of employees spread across four time zones. He also has experience in leading start-up companies and in family businesses.*

*Tom is a recognized expert in leadership development and writes a regular monthly “Leadership Development” column for McGraw-Hill’s South Central Construction. He is a repeat speaker at professional meetings and conventions, including the American Council of Engineering Companies, the American Society of Civil Engineers, Associated Builders and Contractors, and the Mississippi Engineering Society.*

*Tom earned a Bachelor of Science degree in Engineering Science from Florida State University, and lives in Madison, Mississippi.*