

COMMUNICATION EXCELLENCE FOR PROFESSIONAL SERVICES

KEYNOTES BREAKOUTS WORKSHOPS SEMINARS

Why do leading organizations around the world choose Joe Sommerville when they need world-class communication expertise?

Because They Expect Results

- Increased Business
- Greater Credibility & Influence
- Higher Visibility in Your Market

Because They Require Knowledge

- A Ph.D. in Communication
- Author of *Rainmaking Presentations*
- The Creator of the Rainmaking Communication Workshops

Because They Demand Experience

- 15 Years as a Successful Business Owner and Consultant
- 1500 Presentations to Participants From 25 Countries
- Clients From Healthcare, IT, Oil & Gas, Professional Services, Banking, Insurance, Financial, Government



Dr. Joe Sommerville shows professionals how to add influence to their expertise. Clients call his approach “street wise and results driven.”



Most Requested Programs



Rainmaking Presentations

“You are the Master Presenter.”

Find out how to design, develop and deliver presentations that get results.



Rainmaking Writing

“This system takes the chore out of writing .”

Discover the secrets to writing clearly and concisely.



Rainmaking Relationships

“These ideas work .”

Learn the strategies that transform prospects into clients.

—Media Credits—

Affluent	Houston Chronicle
Agent's Sales Journal	New Business Today
AirTran's Go	RedBook
Benefits Selling	Sales & Marketing
Business Edge	Scottsman Guide
Career Smart Advisor	Selling Power
Channel News Asia	CNBC Smart Money

Clients Describe Joe Sommerville as: *“Articulate...Engaging...Insightful...Humorous...Genuine”*

Clients Say:

“Your experience and knowledge, particularly about subtle changes in content or style that make such a big difference, makes you the expert when it comes to presentations. This is the most direct and effective method I’ve seen for moving a presentation from concept to podium.”

Boston Scientific

“Dr.. Sommerville’s presentation was clear, concise and full of personal experiences. It was an eye-opener. I’m confident the course will help me design and deliver better presentations – very useful indeed.”

Shell

“This workshop provides an excellent guide for those in the business of perfecting their presentations. The organized step-by-step guide should be by every presenter’s side.”

Ministry of Defense

“Your presentation was rated Excellent by your audience. You even received some “6” ratings on our 5.0 scale! You were one of the top speakers at our conference and our attendees walked away with great value. Thank you for an educational and fun keynote.”

Texas Association For Healthcare
Financial Administration

“Your presentation really created a buzz! In addition to the value we received from the principles you explained, it was fun! Thanks for opening our conference on such a great note.”

Insight Advantage

— REPRESENTATIVE CLIENTS —

Asian Development Bank	Philips
Boston Scientific	PR Academy
Caterpillar	Publicis Eureka
Citibank	Shell
Hong Kong Economic Office	Singapore Power
Kemin	Sun Microsystems
Walt Disney	TAHFA
Zimmer	

The Language You Choose Affects Your Business

Your Communication + Strategic Choices

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- = Greater Productivity
 - = Increased Sales
 - = More Professional Presentations
 - = More Persuasive Communication
 - = Less Stressful Conversations

When You Partner With Joe, Count On:

- Interactive sessions to engage participants
- A unique blend of expertise and humor
- A high return on investment
- Immediate takeaways for the audience
- A focus on outcomes and results

“The #1 cause of breakdown in communication is that people focus too much on what they want to say and too little on what they want to accomplish.”

— Joe Sommerville

For Availability and Scheduling

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