

DAVID
MANN

SPEAKER
HUMORIST
TRAINER

ENGAGEMENT

PASSION + HUMOR + EXPERTISE

Communication is a bridge.
When it works, things run smoothly. When it's broken, productivity suffers.
David can help with that.

ENGAGING CLIENTS AND STAFF

David will give you useful new ways to **increase sales, engage associates,** strengthen **leadership collaboration,** and much more. With his characteristic humor he'll illuminate the secrets of presenting complex material with the **ease of a conversation** and how to use **voice and body** to get twice the results from half the words. He'll motivate you to **bridge technical comprehension gaps** by using images, and show you how to use your own **stories as a powerful tool.**

PERSONALIZING THE BRAND

David motivates the audience to be **ambassadors of their company** by identifying the **company's key branding messages** and transforming them into **spoken language.** He'll inspire attendees to make a **personal connection** to the company's identity that can be communicated simply. He works with the group to find the **personal stories** that capture the essence of the company's identity and to **keep the stories powerful** every time they're told. David goes far beyond the "elevator pitch," giving attendees tools to become **living brand representatives,** broadening the marketing reach with **depth and personality.**

ADAPTING TO CHANGE

David shows how to relish change rather than resist it. He'll **motivate** the audience to **see beyond their limitations, break personal boundaries,** and engage more fully in their work. He'll inspire attendees to adapt to a **changing work environment.** Having built a career in the arts and business over 25 years, David uses his own life as an example of continual **career imagination.** By using David's 10-point list, audiences will find their "genius" aptitude and use it to make the company stronger.



"David took the time to get to know our group so he could tailor his talk to relate to them. He was motivating, upbeat, funny and all around the best presenter we've had in a long time."
-Kim Fette, **Boston Scientific**

"David Mann is a wonder. He has a keen, felicitous eye for finding the precise and telling detail that draws his audiences into a story."
-**Pioneer Press**

EXPECT THIS

Participants will enjoy an informative, engaging presentation that leaves them with practical tools. They'll be inspired by David's passion and relaxed by his humor.

Meeting planners will appreciate David's professional polish and helpful flexibility. He's directed dozens of shows and know just what you need for a successful event.

To book David, contact Devie Hagen at **Elan Speakers Agency** • Devie@ElanSpeakersAgency.com • 763-458-9326

Biography

Engaging an audience with an idea is David's lifetime passion. He has spoken at General Mills, Mayo Health System, Boston Scientific, Merrill Lynch, The Hartford, and many other companies. He is on the faculty of the National Institute for Trial Advocacy, teaching persuasive technique through storytelling to attorneys and law students nationwide. David has also performed or directed plays at the Guthrie Theater and Children's Theatre Company, and was awarded a Bush Artist Fellowship for Storytelling.

Several years ago, on the set of a Hartford Life training video in which he was playing a sales agent, David was asked if he could use theater technique to train real-life agents to project sincerity, passion, and clarity. His answer was yes. Since that day he has found limitless application for his theater expertise, from sales personnel through management and senior executive visioning.

*"David Mann was great at facilitating a learning session where **my Leadership team walked away with real tools**, as well as great illustrations on how to communicate more effectively within our team and the teams they manage. **David's acting ability was truly appreciated** and it definitely made for easier learning within the group."*

-Mike Corbin, **General Mills**

*"David's innate ability to tell a story and make it relate to every single person in the audience is simply stunning. **One of the most powerful presentations I have ever attended.**"*

-Kristin Ford, **ASTD-TCC**



Clients include

The Hartford	HealthPartners
Boston Scientific	Marketing Architects
Merrill Lynch	Humana
General Mills	The Maccabee Group
Mayo Health System	Volt Workforce Solutions
ASTD	Ungaretti & Harris
SHRM	Sellers Dorsey
Americana Bank	Louisiana State University
Minnesota CLE	Law School

*"David was so enthusiastic about working as a presenter for our event right from the start - which put me, as the event manager, at ease. I could feel his professionalism through the phone line and felt he would deliver what he was telling me. He did and more. **His presentation was spot-on for our particular audience** which resulted in a completely successful event for us."*

-Kim Hansen, **Mayo Health System**

*"We engaged David to merge acting principles with sales techniques and deliver the result in training workshops to our sales agents across the country. **The reception from our field force was incredible** and David's efforts were one of the reasons our division achieved a **30% sales increase.**"*

-Don Gillette, **The Hartford**

MAKE IT PERSONAL