

**Accredited
Continuing Education
Units**

The HON Company is pleased to offer

Winning Clients with Effective Presentations

for design professionals (0.2 CEU)

Course Description:

- This is a 2-hour condensation of The HON Company's highly successful Presentation Skills course, which is regarded by many as the single best course in its category.
- This short-form version combines lecturing and engaging group exercises. Emphasis is placed on understanding the psychographics of clients and adapting to their differing personalities without sacrificing personal integrity.
- Topics covered include:
 - Presentation Fundamentals and Elements
 - Six Deadly Image Busters
 - Critical Delivery Elements
 - Understanding Client Perspectives and Motivators
 - Developing Relative Content

Date: Tuesday, February 7th, 2012

**Location: Officewise Furniture & Supply Showroom
1212 Avenue J., Lubbock, Texas 79401**

Time: 11:30 a.m. to 1:30 p.m. (Lunch Provided)

IIDA
INTERNATIONAL
INTERIOR DESIGN
ASSOCIATION

HON

To reserve for your Chapter Event, contact:

Yvette Nelson
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The HON Company offers this seminar at no charge to the chapter. Attendees must pay fees to IIDA for Continuing Education Credit.