



OUELLETTE
SOLUTIONS

*Optimizing Success
for Speakers*

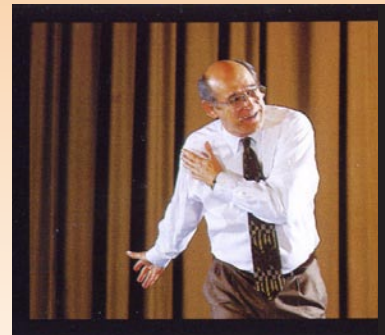
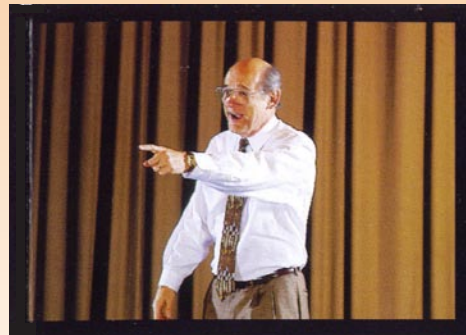
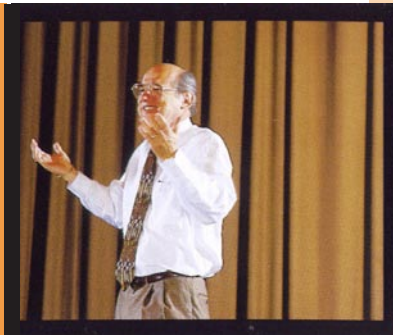
Presentations to Captivate, Engage, and Inspire...

BEGIN WITH OUELLETTE SOLUTIONS

Being understood is priceless.

L. Paul Ouellette of Ouellette Solutions specializes in coaching high-level executives as well as training for the managerial staff on how to deliver their message in a clear, articulate, and diplomatic manner, resulting in successful resolutions.

The proper delivery of a message worth remembering is a learned skill. Paul will help you and your people achieve this goal of delivering a presentation worth remembering. Whether you are addressing issues of funding, a new direction, reorganization, or development, a connection with your audience is essential for getting the right results and accomplishing your true intention. Misunderstood or unclear communication leads to disorganization, misdirection, employee/staff unrest, conflict, resentment, or low morale, costing corporate America billions of dollars in lost profit.



Speaking Topics

Paul speaks on a variety of topics, but there are two signature presentations that make up the foundation of his keynote material for creating a new management philosophy.

The 4 Skills to Management Success

While working to reverse the often-used command-and-control approach to leadership, Paul discovered a new management philosophy. This new management philosophy is based on incorporating four professional disciplines in the art of consulting, marketing, service, and communication. Mastering these four disciplines brings about a new management approach that smoothes daily business interactions and forms a more harmonious work environment that leads to long-term success.

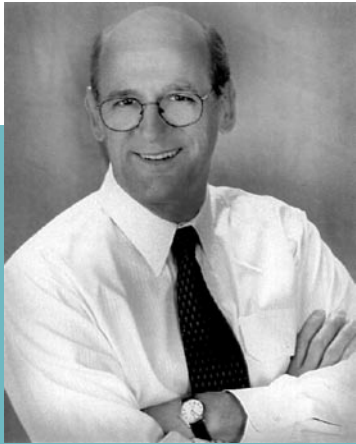
This new successful management philosophy is based on 4 powerful disciplines:

- 1. Consultive Approach:** Connect, Respect, Assist.
- 2. Communications Effectiveness:** Listen and Understand.
- 3. Service Orientation:** Exceed Expectations.
- 4. Marketing Awareness:** Create an Awareness of Your Value.

In this keynote address, Paul Ouellette shows you how to use these skill sets to propel your organization in total unity and provide the highest level of effectiveness. When these skills are blended together in daily business interactions, you will achieve a harmonious work environment and long-term business success.

Service and Its Benefits

When it comes to fully understanding the power and value of providing service, no one can do it better than Paul. He wrote the book! Every one of us provides service to others on a daily basis. Whether you are a vendor, an accountant, an engineer, or a C.E.O., all must know the value and impact of their service. Paul provides his audience with a clear understanding of the myths and realities of providing great service. He will also demonstrate how to build a strong service-oriented organization and create long-lasting, satisfied clients and co-workers.



L. Paul Ouellette is a renowned international public speaker, holder of the highest earned recognition by the National Speakers Association, that of the “Certified Speaking Professional,” or C.S.P. Paul began his career in IT and has gone on to enjoy remarkable success as a consultant, trainer, author, and public speaker. Paul constantly draws from his 25 years in management within corporate America and his 23 years as a consultant, trainer and speaker to major companies around the world. He has authored three major books entitled *I/S Internal Consulting*, *How to Market the I/S Department Internally* and *I/S at Your Service*, and has often appeared in publications such as *C.I.O.*, *Computer World*, and *Industrial Week*.

“I have seen Zig Ziglar, and Paul has as much in operation, good fun, and information to offer as he does.”

—P. J. M., Commonwealth of Virginia

Services

Learn how to captivate, engage, and inspire each time you speak!

Clear communication is the heartbeat of a business. Paul Ouellette offers one-on-one presentation coaching, presenting with distinction program, and the master speaker series in a small group setting, which is designed to ensure your message will be clearly understood each and every time.

Presenting with Distinction Program:

Individualized Speaker’s Coaching for Top Executives

These sessions are designed for high-level executives whose responsibilities require they communicate effectively to large audiences. This is a highly individualized, custom made program that is executed only after an in-depth client interview. This initial first meeting addresses the client’s requirements, concerns, and previous (if any) speaking experience. Based on this evaluation, Paul tailors a program that will target the client’s goals and build his or her necessary skill sets to achieve the client’s desired results. The program is precisely structured to promote the client’s abilities to present to audiences with confidence in a clear, articulate manner, and also be able to captivate, motivate, engage, and inspire.

Master Speaker Series

Series 1: Public Speaking for Managers

This course is tailored specifically for project leaders and mid- to high-level managers and covers a variety of business needs such as unifying their team or organization in line with their goals, objectives, and budget requirements.

Series 2: Power Presenting for the IT Professional

“Transforming from IT Technician to Communicator”

This course is designed to teach the same skills as above, but it is tailored specifically for those in the IT profession, who address issues pertinent to their daily work environment.

“Paul’s zest for life is contagious and I found myself anxious to incorporate your teaching in both my office and personal life.”

—K.G., project manager, Ministry of Consumer and Commercial Relations

