



Capability Statement

Company Data

10 W. 15th St. #1220
New York, NY 10011
Sole proprietorship
Owner/Principal:

Robyn Hatcher
Robyn@SpeakEtc.com
www.SpeakEtc.com
646.470.2360

- (Willing to Travel)

Facilities/Resources

- One-on-one coaching is available at SpeakEtc. offices at 19 W. 34th St. NYC, NY
- Video equipment provided
- Certified Wiley online DiSC profile assessment provider
- Author of book on Presentation Skills [Standing Ovation Presentations](#)

Business Summary:

SpeakEtc. is a boutique communication and presentation skills training company dedicated to helping individuals, and organizations improve the quality, impact and effectiveness of their face-to-face communication. We work to elevate both **non-verbal** and **verbal skills** to help individuals and corporations communicate a consistent and powerful message.

Capabilities:

SpeakEtc. offers customized on-site **full and half day trainings and workshops**; one-on-one **executive coaching** sessions; and **highly interactive** keynote presentations.

Training and coaching is available in, but not limited to:

- **Presentation/Public Speaking Skills:**
 - Creating engaging, audience-centered content
 - PowerPoint review and editing
 - Body language and other platform skills
 - **Sales Skills:** Learning & adapting to customer & prospects communication styles.
- **Assertive Communication Skills:**
 - Infusing interpersonal communication with powerful, respectful content.
 - Navigating difficult, challenging and ineffective communication
 - **Vocal Skills:** Improving voice, vocal tone, accent to better command a room and gain respect
 - Reducing regional and non-native accents
 - **Leadership Skills:** Discovering individual communication and leadership style
 - Improving Executive Presence by polishing body language gestures and posture
 - Improving **listening** and **Emotional Intelligence** skills

Differentiators:

Robyn Hatcher is an author and communication skills expert with more than 17 years' experience as a trainer and more than 25 years as an actor. Once an **extremely shy** child, Robyn is now passionate about helping individuals express themselves effectively and powerfully. Robyn believes everyone can be a powerful communicator and that there is no one-size-fits all way to communicate. Her first book, [Standing Ovation Presentations](#) (Motivational Press, 2013), is a complete presentations skills guide that contains a unique communication-style system called [ActorTypes](#). Standing Ovation Presentations was listed on [Forbes.com](#) as one the Top [100 Coaching Book](#) and was named by [Six Figure Startup](#) as one of [4 Fun Business Books](#). Robyn is a certified **Neural Linguistic Programming practitioner** and uses **brain science** research and gives practical, actionable tips to improve body language, vocal quality, content and confidence. **All trainings are conducted by Robyn and are highly interactive and experiential.**

Past Performances:

Williams Lea & Associates Contact: Janet Wise Janet.Wise@williamslea.com	4 year relationship conducting team trainings and executive coaching on communication, presentation, leadership, team building and DISC profile
Specialty Foods Association Contact: Camille Gargiso cgargiso@specialtyfood.com	3 year relationship conducting training to entire staff on communication, presentation and difficult conversations
Hewlett Packard: Contact: Deepa Seshan deepa@hp.com	1 year relationship conduction team training on team building and sales presentations
NYC Administration for Children's Services Contact: Kimberly Jones Kimberly.Jones@acs.nyc.gov	6 year relationship conducting supervisor trainings on communication and executive coaching.

Citigroup Northeast Marketing Group
 Collective
 Allstate Financial Services
 AXA Equitable
 Brainly
 Asian Women in Business
 Con Edison
 New York Power Authority
 Rimes Technologies
 Fashion Institute of Technology
 Grassi & Company
 Robinson, Lerer & Montgomery Strategic Communication

Morgan Stanley
 Atlantis Health Plan
 Hyper Hyper
 New York City's Baruch College
 Manhattan Chamber of Commerce
 New York State, CSEA
 New York State Training and Development Council
 Long Island Association of Insurance and Financial Advisors
 New York Association of Insurance and Financial Advisors
 Miller Howard and Associate
 Capitol Management Group
 Lifetime Television

SpeakEtc.

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www.speaketc.com
646.470.2360
917.361.3860 (direct)

"Working with Robyn is truly a gift. She has an amazing ability to make a fast connection with you that is trusting and authentic; this easy rapport combined with her expertise is paramount to your success. Robyn assists you quickly with laser focused attention and coaching techniques that puts you out in front in the best light imaginable! Highly recommend!"

Janet Wise Dir of Learning & Development,
Williams Lea