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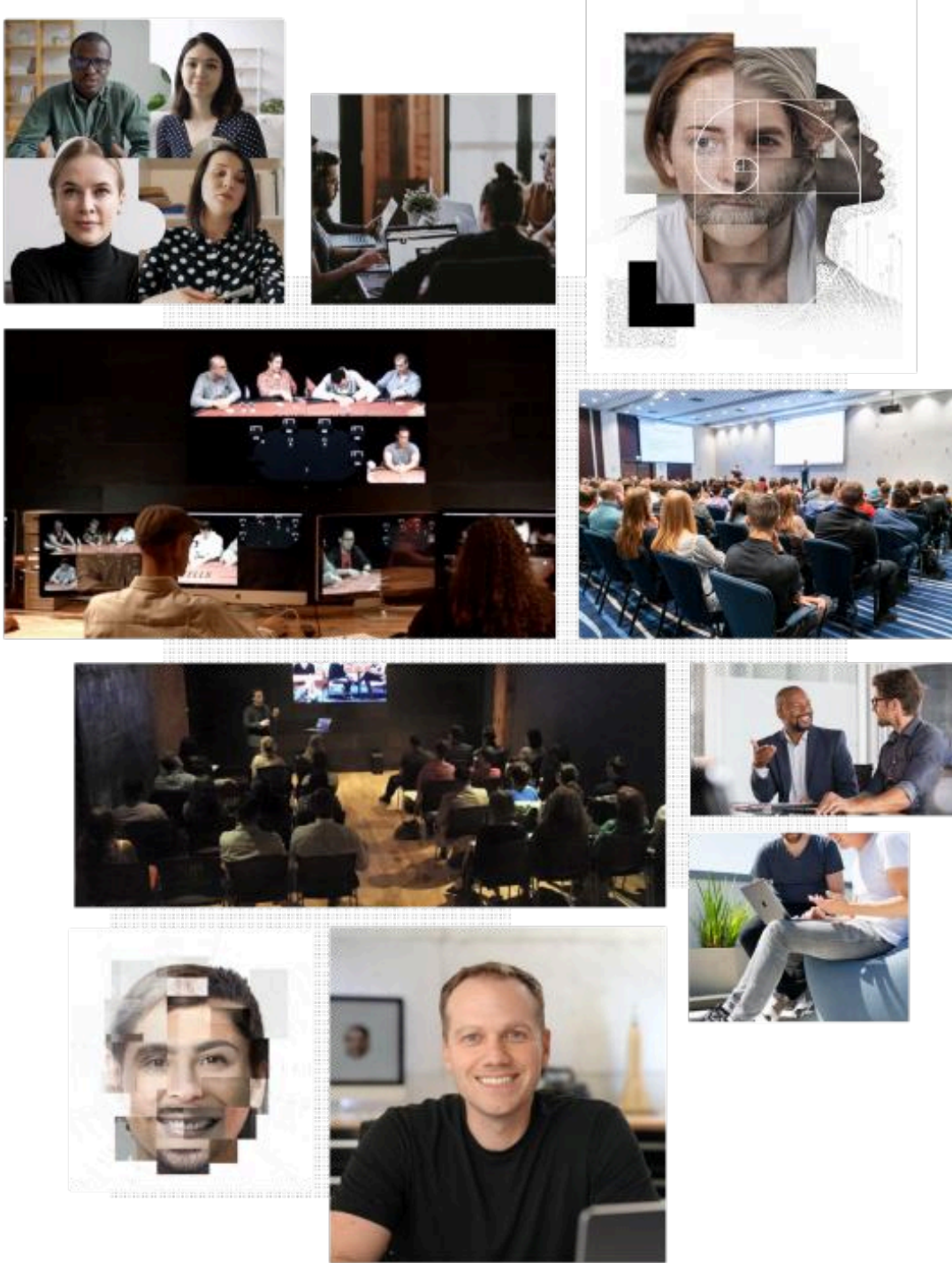
WORKSHOPS, KEYNOTES, AND CUSTOMIZED TRAINING

Summary

The Nonverbal Group is a pioneering behavioral research and education company. We specialize in helping organizations navigate the complexities of human behavior, perception, and communication.

People display a massive amount of information every single second via behavior. An individual's facial displays, tone of voice, word usage, and movement patterns contribute to how others perceive, connect, and interact with them. We use video feedback and behavioral analysis to teach nuanced people skills to leaders and teams.

Our experience spans industries and includes collaboration with top-tier business executives, sales teams, surgeons, and the world's most successful poker players



Our Services

We provide a versatile selection of programs customized to meet the needs of your organization. Our offerings include engaging keynotes, micro workshops, and in-depth immersive programs.

Video Recording, Analysis, and Behavioral Feedback

In a world of alternate perspectives, video is the only central point of truth. Powered by our partners at Behavioral Robotics, we have the ability to provide world-class behavioral feedback grounded in actual behavior.

Actionable Tools Customized for Your Constructs

No 5-Step frameworks, no “proven” method that doesn’t fit your needs. Human behavior is nuanced, and we are focused on creating customized solutions for the dynamics your organization faces.

Lightweight and Innovative Ways for Making Change Last

Traditional corporate training often involves a brief appearance followed by a swift exit. We’ve some innovative and easy-to-use methods for ensuring the skills we teach are developed over time.



Presentations & Keynotes (45-90 minutes)

Engaging talks that communicate specific ideas and insights about nonverbal communication, leadership, and team dynamics. Conducted in person and virtually.

Beyond Perception and The Science of People Reading

An eye-opening presentation that delves into the fascinating world of nonverbal cues and human behavior, revealing the techniques and strategies used by experts to read and understand people with remarkable accuracy, ultimately enhancing interpersonal connections and decision-making.

The Nonverbal Nuance of Leadership:

Explore the intersection of nonverbal communication, leadership, and influence, shedding light on how subtle behavioral adjustments can significantly impact a leader's ability to inspire, engage, and successfully guide their team.

The Behavioral Science of a High-Performance Team:

An insightful presentation that uncovers the hidden behavioral factors that contribute to the success of high-performing teams, highlighting the importance of understanding and harnessing these subtle dynamics to foster collaboration, innovation, and peak performance.

Micro-Workshops (3-4 hours)

Interactive micro workshops focused on equipping executives with practical tools and techniques to enhance their communication, collaboration, and leadership skills. Our micro workshops feature mock interactions, video analysis, and high-level feedback.

Creating a Coaching Style of Leadership

Functioning as an actual coach is one of the most complex and intricate aspects of human behavior. Focus on developing the necessary mindset and people skills required to be the type of leader who can support, inspire, and lead with conviction.

The Emotional Intelligence/ Empathy Toolkit

Boost your emotional intelligence and empathy in this workshop, where we focus on mastering the art of understanding and connecting with others on a deeper level, enabling you to better manage relationships and respond to the needs of your team.

The Customized Onboarding Experience for Leaders

Create a memorable and impactful onboarding experience for new hires in this workshop, where we tailor a personalized approach to welcoming and integrating team members, fostering a sense of belonging and setting the stage for long-term success.

The Art and Science of Active Listening

Combine the principles of psychology and communication to help you become a more attentive and effective listener, resulting in stronger connections, increased understanding, and improved collaboration.

The Behavioral Question Workshop

Unlock the potential of powerful questioning and explore the art of crafting thoughtful and impactful questions that can lead to deeper insights, better decision-making, and stronger interpersonal relationships.

Delivering and Receiving Effective Feedback

Effective feedback is one of the key tools of leadership. Understand the behaviors, timing, style, and structure required to communicate in a way that allows someone to receive and integrate feedback.

Custom Programs/Immersive Training/Private Coaching

Comprehensive, customized programs aimed at facilitating large-scale behavioral change within organizations, fostering a culture of effective communication, collaboration, and innovation. While each program is custom designed here are some examples.

Behavioral Nuance Leadership Applied

We focus on high-achieving individuals who are incredible at the technical side of what they do but want to improve the complex and nuanced aspects of communication. Delivered privately or in a 2-day workshop, behavioral leadership uses video analysis, mock interactions, and a process for giving you the tools to lead with empathy, awareness, and power.

- Utilize video analysis for in-depth feedback and specific areas for growth.
- Engage in mock interactions to refine leadership techniques.
- Develop a customized communication toolkit for effective leadership.
- Employ active listening as a vector for driving meaningful conversations and strengthening connections.
- Cultivate adaptable leadership styles, acting as a force multiplier in managing diverse team dynamics.

Dynamic Presentations

In every presentation, the audience communicates massive amounts of information via behavior. Traditional training focuses primarily on the speaker. A dynamic style is focused on creating a natural approach to presentations that is grounded in the real-time feedback of the audience. We teach participants the ability to craft their own style while also making sure they read the room and dynamically respond to the audience's needs.

- Shift focus from speaker-centric to audience-driven presentation techniques.
- Develop a personalized, adaptable style that resonates with diverse audiences.
- Read the room effectively and respond dynamically to audience cues.
- Strengthen engagement with storytelling and real-life examples.
- Utilize body language and vocal variety for captivating presentations.

The Newly Aligned Executive Team

The Newly aligned team is designed to strengthen trust, improve communications, and unlock real behavioral change. Even in a company with a very integrated culture, teams can look remarkably different. Through an analysis of workshop recordings, past meetings, and interactions, we understand the strengths and weaknesses of team communication.

- Gain insights into team dynamics through comprehensive behavioral analysis.
- Uncover hidden communication preferences and friction points beyond traditional assessments.
- Craft personalized strategies for each team member to excel in social interactions.
- Develop a tailored communication toolkit through data-driven workshops and agreements.
- Empower leaders to drive impact on personal, team, and organizational levels.

Behavioral Sales

Sales is fundamentally a human process. An organization can have a highly optimized process that doesn't account for the nuances of human behavior. We work with sales teams to build customized training that teaches how to read prospects, control their own behavior, and understand the motivational patterns and profiles of organizations.

- Enhance sales effectiveness through a deep understanding of human behavior.
- Optimize sales strategies by adapting to prospects' behavioral patterns.
- Ground training in real-world sales interactions for relevant skill development.
- Decode subtle sales signals for improved prospect engagement.
- Focus on people skills for high-performing sales teams.

ABOUT BLAKE EASTMAN

Blake Eastman is the Founder of The Nonverbal Group. His entire life has been dedicated to psychology and nonverbal behavior. His passions for communication and entrepreneurship have fueled him to build several companies dedicated to helping others increase their awareness of the value of behavior.

Here are some of his highlights:

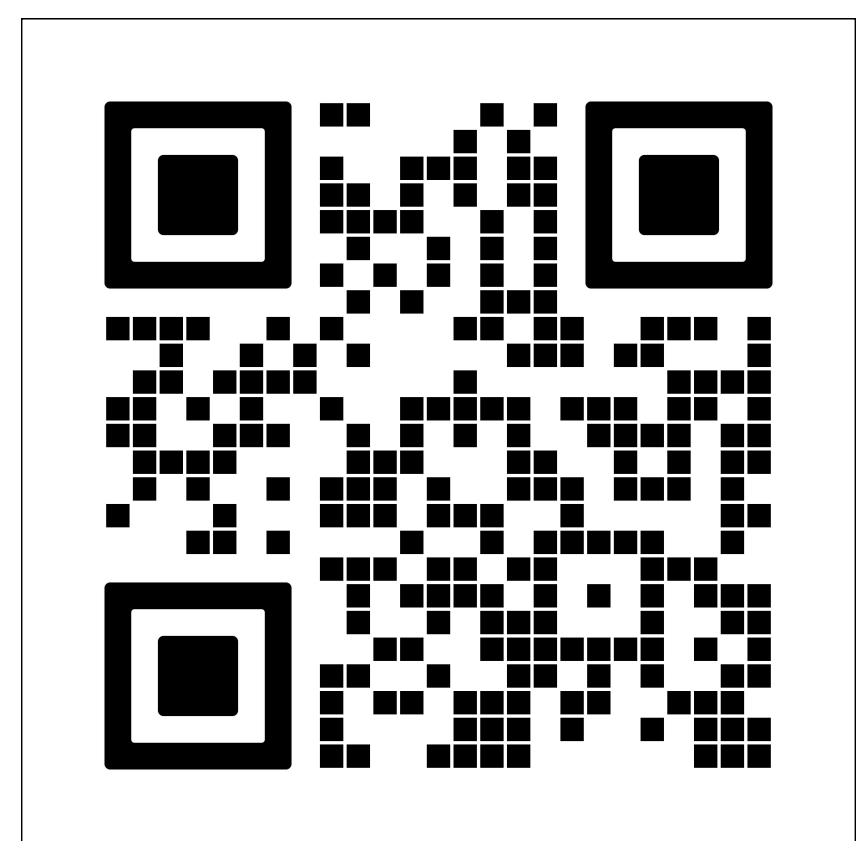
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- Blake has worked with CEOs, entrepreneurs, and executives to craft a customized behavioral leadership style. There is no single perfect communication style, and we have found that the most effective communication training revolves around developing awareness and increased sensitivity to various communication styles. To this effect, we have developed a data-driven system of recording, deconstructing, and reconstructing behavioral traits to shine a light on blind spots and encourage radical changes over time.

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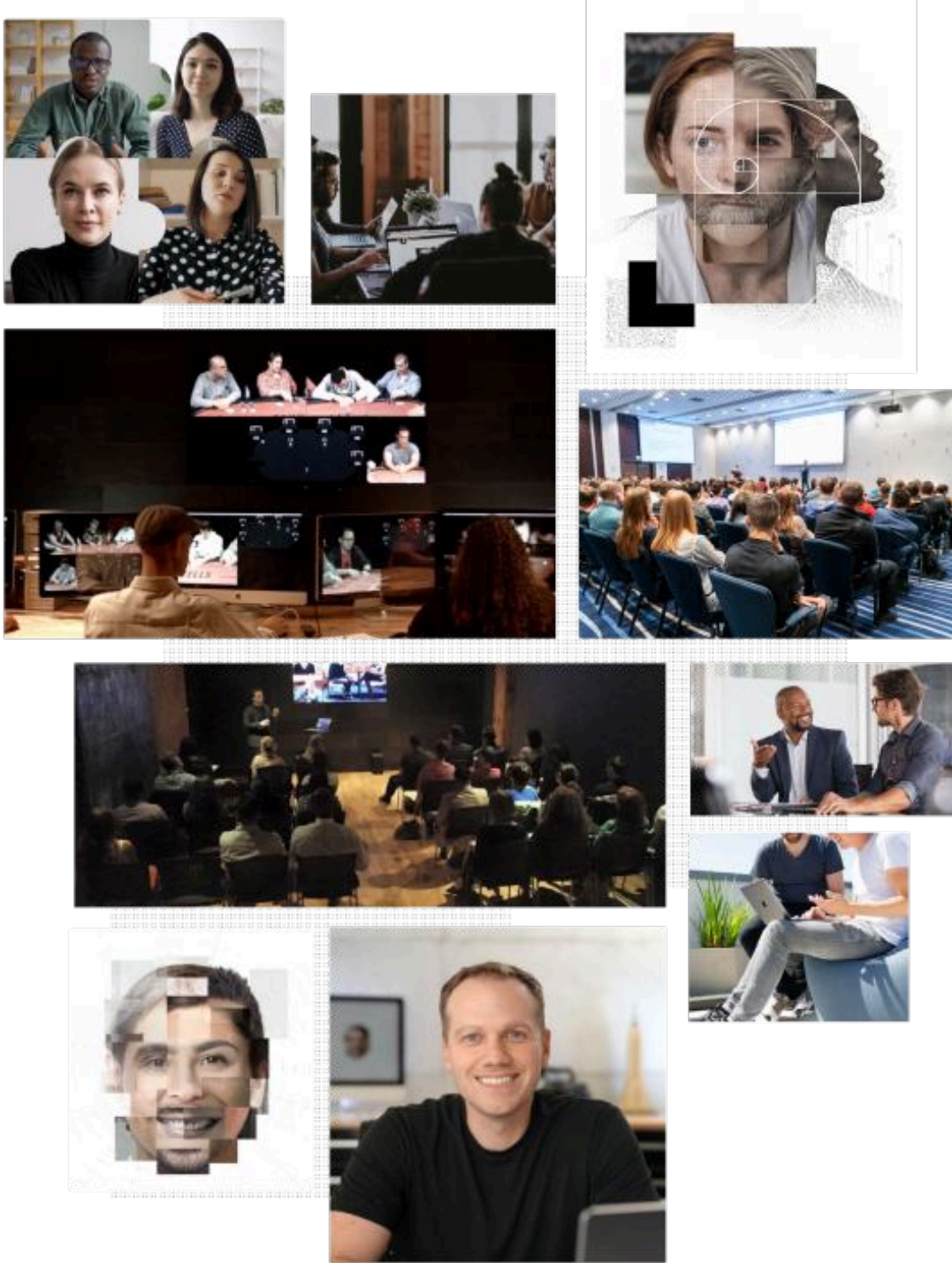
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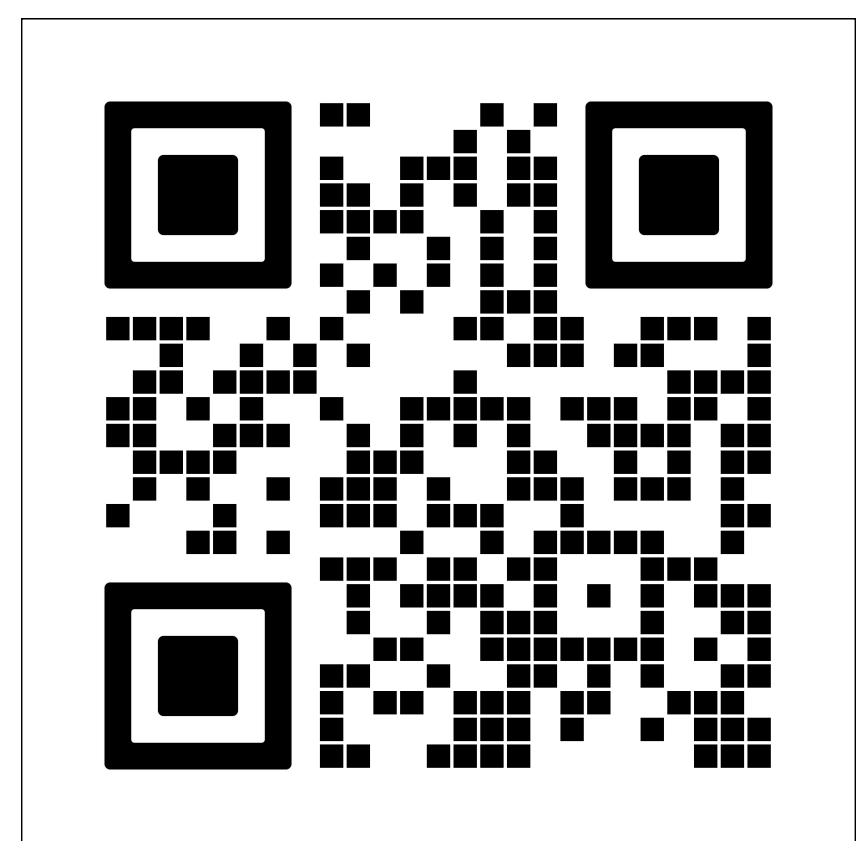
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