

# Patti Wood MA, CSP

## “The Gold Standard of Body Language Experts”

Convention Keynote ◇ Speaker ◇ Media Coach ◇ Trainer



### Topics

- Body Language
- First Impressions
- Presentation Skills
- Sales Presentations
- Deception Detection
- Conflict Management
- Communication

**Patti Wood, MA, CSP**, is an international speaker and trainer. Since 1982 she has designed and conducted keynote speeches, workshops and convention seminars for hundreds of companies and national associations. She delivers more than **100** presentations a year. Clients describe her programs as; dynamic, high-energy, powerful, insightful, interactive and very funny.

### Master of Her Craft

Patti is a Certified Speaking Professional. CSP is a professional designation of the National Speakers Association designed to recognize “Masters in the Industry” and is earned by fewer than eight percent of its members worldwide.

### University Instructor

Patti was a university instructor in communication for eleven years. Her B.A., master’s degree and doctoral coursework are in Interpersonal and Organizational Communication with an emphasis on nonverbal communication. She is currently on the Continuing Education faculty of Emory University, Kennesaw University and the Wharton School of Business.

### Contact Patti Today!

Online: [www.PattiWood.net](http://www.PattiWood.net)

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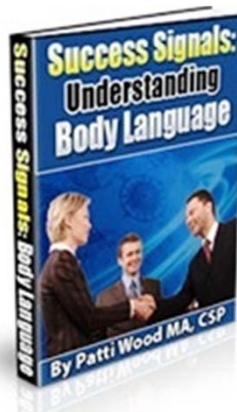
Email: [Patti@PattiWood.net](mailto:Patti@PattiWood.net)

Weekly Blog: [BodyLanguageLady.com](http://BodyLanguageLady.com)

### Body Language Expert

Credited for bringing the topic to the national consciousness by **The New York Times**, Patti has been researching, writing and speaking on Body Language since the 80’s. She consults with law enforcement and corporations on the topic. **Time Magazine** recognized her nonverbal communication course at FSU. She was even called, “**The Gold Standard and Babe Ruth of Body Language**” by **The Washington Post**. She is interviewed an average of twice a week by media around the world including **CNN, PBS, National FOX News Network, BBC, History Channel, Discovery Channel, CBS, TruTV, MSMBC, Regis and Kelly, The Soup, E! Entertainment, In Session, Nancy Grace, Inside Edition The Wall Street Journal, Reuters,, UPI, ESPN, AOL, Entertainment Weekly, USA Today, Business Week, Men’s Health, The Chicago Tribune, Details, SPIN, Elle, People, ESPN, and is quoted in; US Weekly, The New York Post, The London Times, Oprah Magazine, OK!, In Touch, Life&Style, Parent Magazine, The Week. Sports Illustrated, Glamour, Cosmopolitan, First for Women, InStyle, The Toronto Sun, Psychology Today, TV Guide, Women’s Own, Bill Board. Seventeen, Ladies Home Journal, Redbook** and more as a body language expert. Her research on nonverbal communication led to her positions as the national spokesperson for **Wrigley’s Spearmint Gum®**, **Benadryl®**, **Vaseline Intensive Care Lotion®** and **the Natural Dentist®. and Pup-Perino.**

*Patti, What energy! You were such a delight...The audience was enthralled and learned so much. You are one dynamite woman. Thanks for creating such a wonderful day. Court Reporters Program Anaheim California*



### Author

Patti has written extensively on various communication topics and authored seven books including; *Success Signals -Reading Body Language; Easy Speaking -- Audience Focused Presentations, The Conflict Cure, and Pearls I Fought the Oysters For.*

# Patti Wood MA, CSP

Finance, CPA, Banking & Real Estate

Patti's Programs

- DFK International
- Sheppard Schwartz & Harris, LLP
- Grant Thornton
- Wharton School of Business
- National Investors Relations Institute
- Mortgage Bankers Association
- Risk Assessment Policy Association
- John Hancock and Merrill Lynch
- GREFPAC
- Allianz Life Financial Services, LLC
- Chase Sponsored/National Association of Realtors
- Georgia Association of Realtors
- American First Federal
- Fannie Mae

- Air Force Reserves
- Citicorp/Citibank
- Coldwell Banker
- Colgate-Palmolive
- Deloitte and Touche
- Glaxo Smith Kline
- Habitat for Humanity
- Hewlett Packard
- Kroger Corporation
- Lucent Technologies
- Merck Pharmaceutical
- Old Navy/The Gap
- Penske Truck Leasing
- Phillips Laboratories
- Sherwin Williams
- Southern Company
- Travelocity/Hotels.com
- Well Star Health Systems
- Westinghouse
- UCB Pharma
- GE Healthcare
- Over 30 City, State and Federal Agencies
- AT&T
- BMG
- BellSouth
- Chick-fil-a
- Coca-Cola
- DuPont
- Eli Lilly
- GE
- IHG
- McGraw Hill
- Navy
- NASA
- Nextel
- Nortel
- Porsche
- UPS
- US Army
- PBS
- Prudential

## ***First Impressions and Body Language***

You meet someone, and on average, within a fraction of a second you decide whether or not you like them. How is that first impression formed? Is your gut reaction accurate? In this program you will learn to read the thousands of nonverbal cues hidden in the hello and the handshake that can make your interactions more genuine and more productive. Patti has done years of research on the topic to create this high-energy interactive program. It is great for an opening keynote, or sales meeting, as participants practice their 10-count intuition, 3-pump handshake, bubble breaking and head nods.

## ***Reach Out - Communication That Transforms (Motivational Speech)***

When was the last time you had a conversation that affected you profoundly? What are you saying to people that can influence them in a positive way?

Do you feel that people are paying attention to what you have to say? In this motivational program, rich with stories, tears and laughter, you will learn ways to communicate and to transform by establishing meaningful rapport, uncovering commonalities that connect, discovering what makes each person unique and methods to be more receptive and open to others.

## ***Success Signals — Body Language In Business***

Have you ever been in a business meeting and wondered what someone was thinking? Would you like to change your power and confidence through a simple shift in body language? Would you like to have the winning edge in sales and negotiations? Do you know how to spot a liar? Eye blinks to head tilts, palms up to leg locks, this extremely popular program, based on Patti's years of research and book, teaches you how to read and use body language to become aware of hundreds of secret messages. The insights will help you maintain your business relationships.

***Other programs: The Conflict Cure, Deception Detection, Presentation Skills, Playing Well with Others, DISC, Myers Briggs, Teamwork and Team Play, Listening, Caring Concern for Patients, and more.***

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Weekly Blog: [BodyLanguageLady.com](http://BodyLanguageLady.com)

# *Patti Wood* MA, CSP

## *Patti's Clients Rave!*

### **You are fantastic...**

"You are fantastic! I have never been to a more delightful or interesting presentation. I started practicing what I learned and I just can't believe the difference it has made in such a short time. I am so glad you will be back next year; I am bringing friends to hear you speak. Thank you for the book, I have already started reading it. It really reinforces your presentation and makes a great reference manual too! Good luck and thank you."

*Patty Griffin*

*San Antonio Program*

### **Patti is a rare individual...**

"Patti is a rare individual...warm, funny, and so knowledgeable....you can really learn from her. Her programs are A1."

*Vickie Okoro*

### **Patti Wood is Excellent...**

Patti Wood is Excellent! You were the top rated speaker at our conference.

*Denise Crowe*

*CSPA*

### **Outstanding keynote...**

"Thank you for your outstanding keynote presentation to kick off our Credit Insurer's Association meeting. The participants said you were excellent. You built up interest and momentum from your high energy session which carried throughout our meeting. The two days were abuzz with comments that showed how much fun they had and how much they learned such as "Did you see him put his hands in his pockets!" and "I cross my arms to think but, I'm not ADD." You really made a lasting impression. People came up to me and said they wanted more of you and "we could listen to Patti all day." I really appreciate you motivating our group. We are hoping we can have you back some time in the future so check your calendar."

*Beth Kastigar - Credit Insurers Association*

### **Excellent & informative presentation...**

"Thank you so much for such an excellent and informative presentation! Your enthusiasm about the subject is contagious. Also, thanks for taking the time to give me your book as you were leaving for the airport. I've already started reading it and plan to finish it on the plane. Thanks again for such an awesome presentation!"

*Susan Meyer*

*UCB Group*

### **You were superb...**

"You were superb!!!! Thank you for the insight and the wonderful suggestions."

*Lynne A. Harper RN C COHN Manager*

*The Coca Cola Company*

### **Hold on to your seats...**

"Hold on to your seats! If you want to improve your presentation skills, Patti Ann Wood is the person to help. She will teach you how to grab your audience, tricks to hold your audience and help you build your presentation. Don't book her for just half a day, or one day as the audience wants to interact with her. Patti will WOW you!!"

*Ana Woerner RN BS COHN-S*

*AAOHN Program*

### **Amazing...**

"Patti's workshop on Deception was amazing. The next day I looked at video clips of the politicians she mentioned. Then I stopped people in the locker room and at book group to tell them about Patti and her insights. Can't wait to use her tips with eHarmony matches! I'm getting a group together to go to Patti's workshop on Body Language."

*Marilyn Harris*

*Detecting Deception Class*

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