




Alexanne Stone


PROFESSIONAL SPEAKER / AUTHOR / COACH
BODY LANGUAGE EXPERT
NLP TRAINER SINCE 1991


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ALEXANNE'S STORY

Alexanne Stone "cut her teeth" selling Apple computers in the early days of Silicon Valley. She "climbed the corporate ladder" to Vice President of a software firm in Santa Clara. At the same time, Alexanne realized the powerful potential of Neuro-linguistic Programming (NLP) and Body Language for building impactful relationships with clients, peers, and even friends and family. With over 30 years of experience in sales, training, and speaking, Alexanne knows how to rock a platform, connect with a crowd and provide the skills they will use long after the lights go out and the door closes.

Alexanne's mix of down-to-earth humor and empowering tools in both verbal and non-verbal communication creates an engaging environment promoting the difference between just taking notes and leaving with solid, successful skills. Alexanne is passionate about helping her client's step into their own personal greatness and succeed no matter what the marketplace does.

A member of the National Speaker's Association, Alexanne's honors include being a decorated U.S. Air Force Vietnam-era veteran, a bestselling author of *Reno Rising*, and the first female Kiwanian in San Jose, California in 1987.

KICK ASS NETWORKING TOPICS

- Which Way Do I Go? Which Way Do I Go?
- What Do I Do First When I Meet Someone New?
- What Do You Mean? "Ignorance On Fire!"
- How Do I Comfortably "Work a Room?"
- We've Connected...Now What?
- What's a "Structured Coffee Date"?
- What Does My Body Language Say to Someone Else?

SUGGESTED INTERVIEW QUESTIONS

- When I have connected with someone, who talks first?
- How do I handle a "Firehoser" or someone who won't stop talking?
- What does my handshake say to someone else? And what exactly does "the Upper Hand" mean?
- Can I spend time with my friends during an event?
- Wow! That person didn't even want my card!
- How do I approach groups of people and get into a conversation with someone.
- What's the key to creating instant rapport within the first 5-7 seconds?

ALEXANNE STONE
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