



**Matt Episcopo**

**Former FBI Agent - How To Create A Point Of Impact**

**Fee: \$5,000 - \$10,000/exp – New York Based**

**877-585-0005**

Matt Episcopo highly decorated law enforcement veteran effectively teaches how to connect, and make a positive and powerful first impression, that will build trust and confidence upon first meeting. Learn how to have an unfair advantage and communicate by using the same techniques as FBI Hostage Negotiators, and convert meetings into relationships for business and life.

Here are just a few of the skills:

**How To Create A Point Of Impact:** Build confidence, trust and rapport in under 10 seconds by using this secret sequence used by expert interrogators.

**Secrets of Body Language:** Learn how to see 80% more than you do now and use it to your advantage. This could be the difference between deal and no deal.

**How To Instantly Build And Maintain Rapport:** with anyone... Think about it, Matt built rapport with criminals, who knew his goal was to put them in jail for what they did. Learn the secret so you can do it too.

Matt's energy will light up the room and keep your attendees on the edge of their seat hanging on his every word. The information that Matt shares is easy to learn, can be done by anybody, and is proven to work. Matt's presentations are engaging and interactive so that the attendees experience a high retention rate.

What they're saying:

"Your presentation was one of the most practical and life changing lectures of the conference. The information about the handshake built a bond between the guys at the conference that was never there before. Everyone was walking around practicing the "one up" handshake all week, which allowed them to bond in a way I never saw before at any conference. I think that is why we are such a close group. Your class was a key to the family atmosphere".

- Kathy J

## **Programs:**

### **HOW TO CREATE A POINT OF IMPACT!!!**

Imagine your attendees raving about what a great time they had, and becoming massively effective. Learning from an expert and having tools that they can and will use before the session is even over. That's what Matt Episcopo delivers every time, in a fun interactive way.

Success begins before you walk through the door. Whether you're talking about negotiations, networking, presentations or interviews, you are set up for success or failure before the encounter even occurs.

Win Before You Begin 3-Step System 60-90 minute keynote or presentation helps you and your people set the stage to win, every time.

A few things you will learn:

Inner Game and Outer Game: techniques to get your mind ready to win.

Powerful First Impressions become Point of Impact: People are judged within the first seven seconds. Fair? No. True? Absolutely.

Step 1: Dress For Success: Matt teaches an easy to implement formula to "Dress for Success" based on research, indicating what factors are present on a person's dress, that make them appear more credible. Credibility=trust=sales.

Step 2: Greeting Sequence: In Western culture, the handshake is a key point of contact. What does your handshake convey about you? Matt breaks down the full-body language and techniques behind a good handshake, which sets you up for success. He also teaches participants how to respond to poor handshakes like the limp fish and overly aggressive.

Step 3: Take Command of the Situation: You establish yourself as a leader or follower by a few very subtle clues that your body language and actions leak. Learn what they are and how to take control of them- to establish yourself as the leader in every interaction.

Here is a very small snapshot of the high level training and experience Matt brings with him:

## **POWER PERSUASION**

There are lots of speakers out there that claim they can teach you the art of communication. But not like this!!! To experience the interactive, engaging style of Matt Episcopo- is transformational.

Here's a few things you will learn in this highly engaging, practical, half/full-day course: (course can be customized and modified to fit within your time frame)

How To Create A Point Of Impact, (Take your first impression to a whole new level)

Secrets of Body Language, (Follow their clues like a pro... people call Matt the "psychic detective" and he can teach his skills to you)

Decoding, Interpreting & Mastering Nonverbal Communication (Their bodies are leaking clues, and yours might be, too)

How To Secretly Use NLP (Matt has also been called a "human polygraph" lie detector. Wouldn't you love to know if you are being lied to?)

How To Instantly Build And Maintain Rapport- with Anyone, (I mean c'mon. Matt built rapport with criminals, like rapists, murderers, and thieves, who knew his goal was to put them in jail for what they did. He's just a normal guy. If he can do it- you can do it).

How To Effectively Communicate Even Under The Most Difficult Circumstances. (Few professionals encounter more difficult circumstances than law enforcement- murder, death and mayhem. Matt Episcopo can show you how to handle yourself in the most trying of times).

How to Tell Great Stories to Persuade with Emotion. (Not to mention, you'll hear plenty of tales from the road along our journey together).

And TONS more.....

## **POWER UP NETWORKING: THE SECRETS TO MAKING MORE CONTACTS THAN EVER BEFORE!!!**

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## **ACTION UNLEASHED**

Increase your effectiveness in just 30 minutes a day!!!

Attendees will learn how to create a powerful success routine around a simple, easy to follow framework that they can do in a very short time every single day.

By implementing this system they will be more productive.

They will learn how to get things done in 3 easy steps, plus 16 ways to take more action.

Action Unleashed does incorporate some aspects of day planning, it's NOT a time management system. Instead, it's a unique framework that provides a simple structure for using and benefiting from the following success tools: \_ A mission statement

- \* Vision statements
- \* Affirmations
- \* A vision board
- \* Visualizing/living your perfect day\_
- \* Goals
- \* The guiding principles you want to live by in your life and business
- \* An attitude of gratitude
- \* Learning and awareness
- \* Time boxing

## **INTERVIEW MASTERY**

Interview Mastery contains comprehensive materials on the full life cycle of an interview.

- \* Attendees will learn about a variety of topics such as:
- \* Making conversations
- \* Answering common interview questions
- \* Body language
- \* Facial expressions
- \* Clothing
- \* Understanding the interviewer's mentality and objectives
- \* Making good impression and so on.

The program contains many example conversations as well as practical exercises designed to progressively help the attendees to get better at a variety of skills needed in an interview.

## Qualifications:

Captain

Madison County Sheriff's Office, NY

March 1990 – May 2011

Captain of Criminal and Civil Divisions. Responsible for running divisions including Criminal Investigations (CID), SOU (SWAT), K9, Court Security, Transport Unit, Civil, Road Patrol, Traffic Safety, Marine Patrol, Snowmobile Patrol and Public Relations.

## CERTIFICATIONS:

Certified Police Instructor

DCJS-NCIC Division of Criminal Justice Services- National Crime Information Center

Advanced State Narcotic K-9 Certification

Obtained German Narcotics Title

National Institute of Truth Verification Certified Examiner – Voice Stress Analyst

Certified in Scientific Content Analysis (SCAN) - Statement Analysis

## EDUCATION & TRAINING:

Over 3,000 hours of police training, including:

FEMA IS100, 200, 700 & 800

Supervisory Training

Conducting employee performance appraisals

Establishing meaningful performance measures

Criminal Investigative Analysis

Interview and Interrogations

Criminal Investigations

Death Investigations

Sex Crime Investigations

Major Crime Investigations

Federal Bureau of Investigation Advanced Fingerprint Training

Col. Henry F. Williams Homicide Seminar (by invitation-only)

Attended Delaware County Law Enforcement Academy while employed full time

(Appointed Class Captain.)

Publications: How To Gain The Upper Hand, P.O.W.E.R. Tactics That Get Leaders Results!!!