

## Product Information

If you would like more information on any product listed in "Presentation Products," circle the corresponding number on the Reader Service Card at the back of the magazine and drop it in the mail. The manufacturer will send the information you need directly to you.

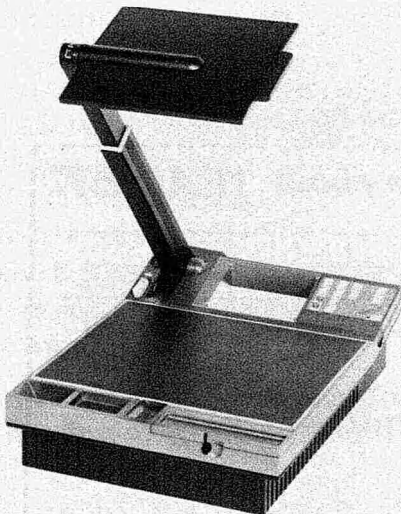
If you would like to telephone the manufacturer, you will find phone numbers on the RSVP page. But please be sure to say that you read about the product in the *Journal*!

## Is This Good for the Environment or Watt?

Radmar Inc. has introduced three new energy-efficient slide projectors featuring low voltage, low wattage illumination. They produce the light output of 150- to 300-watt line voltage projectors with less than 25 watts of power.

All three models in the *Illustrator* series can be operated on a 12-volt battery as well as distributed AC power with appropriate accessories. The projectors range in price from \$95 to \$140.

For more information, contact **Radmar Inc.**, Des Plaines, Illinois. *Circle 187 on reader service card.*



## Sales Presentations

*Inc.* magazine has developed a five-part video cassette program, "Real Selling," that depicts actual sales calls with leading salespeople. The five areas covered are preparation for successful sales relationships, effective sales calls, responses to buying objections, the closing process, and follow-up service and sales.

The videos range from 30 to 47 minutes each and come with viewer guides. The five-tape package price is \$600 to rent and \$1,475 to purchase.

For more information, contact **American Media Incorporated**, West Des Moines, Iowa. *Circle 188 on reader service card.*

## Presentation Package

HRD Press is offering the High Impact Presentation Skills Workshop package, which focuses on how to organize information for presentations and how to use visual aids to create interest and audience participation. The package includes an instructor's guide and participant coursebook.

All coursebook materials—course outlines, handouts, transparency masters, job aids, and exercises—are fully reproducible.

The package, which costs \$139.95, is available for a free 30-day exam. For more information, contact **HRD Press**, Amherst, Massachusetts.

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## Communicate With Communispond

Trainer Development Institute has a series of corporate programs from Communispond Inc. in business communication skills. TDI trains and qualifies instructors to deliver the Communispond programs to company employees.

The presentation skills program features talks on benchmark presentation, physical control skills, organization techniques, visual aid practice, and question-and-answer controls. Practice presentations are videotaped and then privately reviewed. The three steps in the program are practicing presentations;

receiving training on Communispond philosophy, methods, and coaching skills; and conducting the first program for employees with a Communispond instructor assisting.

For more information, contact **Trainer Development Institute**, at 212/687-8040 or **Communispond Inc.**, New York, New York. *Circle 190 on reader service card.*

## Transparency Management

3M has released new Flip-Frame Transparency Protectors, which make original transparency visuals easier to present and transport. The Flip-Frames can also allow transparency visuals to double as sight sellers.

The Protectors resemble plastic pockets seamed on the bottom and right sides, but they open at the top and left, so visuals can be inserted easily. The left, open side extends beyond the original visual and contains a row of holes designed to fit any notebook. With a Flip-Frame Protector, an original paper-backed visual can become a sight-seller page in a presentation notebook.

The Flip-Frame Protectors get their name from two narrow paper strips that flip out like wings for overhead projection to block unnecessary light around the originals and to provide space for presenters' cue notes.

The Flip-Frames protect originals, are lighter and less cumbersome than cardboard frames, and can be reused.

For more information, contact **3M**, St. Paul, Minnesota. *Circle 191 on reader service card.*

**"Presentation Products"** is compiled and written by **Haidee Allerton**. Send items of interest to *Presentation Products*, Training & Development Journal, 1630 Duke Street, Box 1443, Alexandria, VA 22313.