

## About Terry Nicholetti

“Terry Nicholetti is on the “A” list of speakers. I have delivered over 2,500 presentations, am a presentation skills coach and I have seen and worked with thousands of speakers. Terry immediately connects with the audience and is engaging, entertaining and enthusiastic. More importantly, her programs are thought provoking, relevant and everyone walks away with valuable nuggets that can be used immediately! I have referred Terry many times to speak to my clients and without hesitation they have always given her a double thumbs up! I would highly recommend her! **Arnold Sanow, Certified Speaking Professional (CSP) and Author, “Present with Power, Punch and Pizzazz”**

In the third grade, Terry Nicholetti won an essay contest on fire prevention. She was also a New York State finalist in the Betty Crocker Future Homemakers of America essay contest, but was disqualified when she told them she was going to be a nun. And she won a role in every school play during her high school years. But back in the 60’s, Terry thought only famous people could become actors or writers, so she decided to become a teacher – and a nun.

Terry left the convent after five years and faced the reality of making a living. Teaching children wasn’t right for her, so she began a journey of professional discovery that included stops in human services, sales and marketing, speaking, acting, writing, and finally, entrepreneurship. Drawing on the richness of her background, **Terry has developed three special areas of expertise, helping her clients to:**

- Make a great impression – in print and in person.
- Connect with customers and colleagues - and bring home the cash.
- Connect with their own inner wisdom and creative source energy whenever they need to.

Lots of people teach communication and networking. What makes Terry unique is her ability to engage her clients and audiences at a deep level, using humor and stories of her own healing and learning experiences. While inspiring people to connect with their authentic selves, she also teaches specific skills they can use at work and at home. And Terry’s hidden writer/performer keeps showing up! She once heard Woody Allen say that he wanted to illustrate his ideas in an *entertaining* way. Terry does too! No matter what ideas or skills she thinks are important to share with her customers or audience – she wants them to enjoy the learning process.

### What’s a former nun doing selling Valium in the 70’s?

Terry was one of the first women hired by Hoffman-La Roche as a professional sales representative. She won out over 35 other candidates in part because of her experience as a sales manager in Gimbels department store, and in part because of her essay on sales: “If you don’t need a Cadillac, tell me what you do need and I’ll sell you that!”

Decades later, Terry was offered a position selling subscriptions for *Washington Business Journal* when she proposed a seminar teaching business development professionals how to use business news to get new customers. Terry had learned these skills from publisher and friend Alex Orfinger when she was Sales Director for a small marketing company in DC, and she wanted to share them with others. Terry won a national award for her seminar, *Smart Reader Strategies*, which was adapted for presentation by many of the 41 papers in the American City Business Journals family.

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### Sales Plus

In 2006, Terry left the Business Journal to follow her dream of building a career in public speaking and performing. She wrote a solo performance, one-act play, *Dance with Me, Abuelita*, which was a winner in the 2006 MadCap Players Winter Carnival of New Works, Washington, DC, and placed second in The ONE Festival, 2006, produced by Teatro La Tea, New York, NY. She also performed *Abuelita* in the 2007 Capital Fringe Festival in Washington, DC.

One again facing the reality of making a living, Terry continued to offer trainings in sales and networking. She also served as Volunteer Coordinator for the DC office of NFTE, Network for Teaching Entrepreneurship. But something was missing. Recovering from her experiences as the oldest daughter in an alcoholic family, Terry had become a life-long student of spiritual principles and human development. **Over time, she discovered that her passion is simply to encourage moments of joy in herself and others.** Her mission is to help people empower themselves to find more joy by discovering who they truly are.

As a presentations coach, Terry specializes in helping professional women (and a few good men!) overcome fear of public speaking, not by teaching skills, although she does that, but by helping them see that their fear is really fear of being seen, being found out. She helps them get to the valuable real self under that fear; that is where their energy and power lie.

### Art and Service and PEOPLE

Terry achieved Competent Communicator status in Toastmasters Intl. and is a member of the National Speakers Association. She serves on the Board Emeritus of Network for Teaching Entrepreneurship (NFTE-DC), and as acting coach for Zoe Life Ministries Youth Theater. Her newest one-woman play, *Father John Says a Hail Mary*, was selected as one out of 300 to be performed by Terry in DC's 2011 MadCap Winter Carnival of New Works. In 2012, Terry was also hired by the Jewish Museum of Maryland to help develop and then perform The Bessie Bluefield Story as the newest character in their Leo V. Berger Immigrant's Trunk Living History Program. Terry continues to perform Bessie's story throughout the DC/Baltimore metro area, and will one day expand to regions beyond.

Terry has authored two books, *NoraLee's Adventures on Planet Ifwee* (along with her Family Pen-Pal Kit™ in the GoldStar Magic™ Combo) and *Fed Up! A Woman's Guide to Freedom from the Diet/Weight Prison*, (written with Cornell obesity researcher, David Levitsky, Ph.D.) both available on Amazon.com. Terry was the co-author and project manager of both the SPARC Peer Mediation Program and the Tompkins County Alcoholism Council Peer Education Program in Ithaca, NY.

Terry lives in Washington, DC, and much of her joy comes from her relationships with her three amazing granddaughters and dear friends. One of Terry's most fun achievements was to be selected as one of PEOPLE magazine's 2007 *Fifty Most Beautiful Women over 50*.