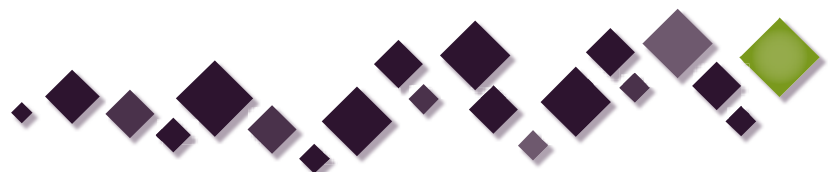


Presenting to Influence Program

for

15th and 16th May 2012

- ◆ presentation skills and coaching
- ◆ executive coaching and mentoring
- ◆ business development
- ◆ meeting facilitation





Presenting to Influence Program

Positive Persuasion's 'Presenting to Influence' program is recognised as a premier training and development program that delivers outstanding value to participants.

This two-part program is designed to improve your communication skills - whether you are persuading, educating or presenting to internal or external clients, employees, executives, board directors or your local community.

'Presenting to Influence' is a highly participatory and personalised workshop. You will receive coaching and feedback from an expert as you learn, practice and integrate skills that take your performance to the next level. You will receive a video recording of your personal communication to review and accelerate your progress.

This program will deliver outstanding value if you:

- ◆ Need ways to influence decision-makers or engage your team
- ◆ Want more confidence in communicating
- ◆ Want outstanding results from your communication effectiveness

Topics covered include:

- ◆ **Planning** your approach
- ◆ **Analysing** your audience
- ◆ **Persuasive** language
- ◆ **Structuring** your message for maximum impact
- ◆ **Visual Aids** to support you and your audience
- ◆ **Delivery techniques** to increase confidence, control and coherence

Outcomes

The emphasis of the program is to dramatically enhance your ability to plan and prepare a compelling conversation and give you the confidence and persuasive skills to deliver your ideas with passion and impact.





Impact, clarity & confidence

You can expect to gain an increased:

- ◆ Awareness of your personal communication style and skills
- ◆ Understanding of how to connect, command and compel an audience
- ◆ Skills for preparing and delivering effective and persuasive conversations and presentations

Preparation

For you to gain the maximum value from this program, we ask you to come along **prepared with a 3-4 minute version or section of a current and relevant presentation you will deliver in the near future.**

This two part program consists of:

Skill Development Day One – Preparation

Skill Development Day Two – Performance and Mind Set This session reinforces the learning from the day one and gives each participant an opportunity to present a specific work based presentation. You will be offered individual coaching and feedback on your presentation.

Dates/Times:

Day One: Tuesday, 15th May 2012 - 9.00am to 5.00pm

Day Two: Wednesday, 16th May 2012 - 9.00am to 5.00pm

Venue: 9th Floor, 40 St George's Terrace Perth

Group Size: 9 max participants

Investment: \$1,200 per person (Inclusive of GST)

For further information about this service please contact Fiona McNiece by phone on 0438 240 668 or email fiona@positivepersuasion.com.au.





Why partner with Positive Persuasion

- ◆ 100% of Presenting to Influence program attendees have rated the overall program as very good to outstanding.
- ◆ Margot is a member of the National Speakers Association.
- ◆ Margot has achieved the highest international level of professional speaking accreditation: The Certified Speaking Professional (CSP).
- ◆ 99% of all business derived from referrals.
- ◆ Reviews over 500 presentations a year.
- ◆ Facilitates over 100 Leadership Development Programs per year.

We guarantee your satisfaction!

If you are not totally satisfied with our program, you will receive 100% money back guarantee.

Cancellation Policy

Substitutions can be accepted up to 10 days prior to the program start date, provided we are notified in writing. Less than 10 days notice a cancellation fee of 100% of the cost of the program applies.

And finally, some words from our happy past participants...

"Excellent course - Helped me enormously by giving me tools to use during presentations, day to day work and influencing clients."

Kay, Wesfarmers Ltd, July 2011

"Margot's style of conducting the workshop was easy to follow, and she takes the time to know a bit about your business, so advice given on how to improve your presentations were relevant. Found the 1 page preparation summary sheet extremely useful & the 3 x 3 point framework an excellent tool"

Mei, St John of God Health Care Inc, March 2011

