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PRESENTATION & INFLUENCING MASTERCLASS

With the Myers-Briggs Type Indicator™

Two Day Workshop - Maximum 6 Delegates.

HOW WILL YOU BENEFIT?

The coaching will take you to new levels of skill and confidence ... ensuring high impact delivery, audience engagement and relaxed question handling. You will:

- ◆ **Learn how personality drives** presentation style and how to benefit from this
- ◆ **Ensure consistent success** by developing a 'personal preparation template'
- ◆ **Make beginnings impactful** and endings memorable to enhance retention
- ◆ **Develop bullet-proof techniques** to handle questions with confidence
- ◆ **Learn advanced methods** for engaging and involving the audience
- ◆ **Enjoy 'instant' confidence** through powerful NLP techniques
- ◆ **Learn how to do all this** with and without PowerPoint

WHO IS IT DESIGNED FOR?

This is for experienced presenters who want to learn new skills, hone existing skills and maximise their impact in all presentation, leadership and networking situations. This takes you way beyond PowerPoint 'show and tell' into using presenting as a key leadership and motivational tool that can greatly enhance your profile and influence.

WHAT MAKES IT SO POWERFUL?

We profile all participants using the Myers-Briggs™ - so that we can help them to validate strengths and manage weaknesses in a focused way. Our coaching model - SIMPLE™ - enables each individual to optimise their development. Very small numbers ensure maximum participation. Delegates prepare in advance saving valuable time on the day. Each person makes **five** video recorded presentations, with 'en-route' feedback guaranteeing instant learning. Their own DVD and Action Plan help each delegate to ensure that these skills are used day in day out.

WHERE AND WHEN?

Location: The Chapel, Reigate Road, Leatherhead, Surrey. Junction 9 off the M25

Dates. Tues 17 & Wed 18 April 2012.

Times. Day One 9.00 to 5.30. Day Two 8.30 to 4.30.

HOW MUCH ... AND WHAT'S INCLUDED?

£795 plus VAT.

Includes all materials, Myers-Briggs™ profiling and feedback, your own DVD recordings, coffee and refreshments and 3 course lunch on both days. The venue can provide overnight accommodation but this is not included in the fee.

SOME OF THE ORGANISATIONS WHO HAVE USED OUR SERVICES

Amgen Pharmaceuticals - Audit Bureau of Circulations - Bausch & Lomb - BHP Billiton
Beko - Bourjois Cosmetics - Calvin Klein Cosmetics - Cambridge Constabulary - Celltech
Coty Rimmel - David S Smith - De La Rue - Derbyshire Police - Development Securities
Estee Lauder - Elizabeth Arden - Fine Fragrances - GE Aviation - Greater Manchester Police
Hampshire Ambulance - H J Heinz - In-Tuition - Leicestershire Constabulary - Lever Faberge
Lincolnshire Police - Lucent - Maria Galland - Mercer & Hole - Metropolitan Police Service
NDC Infrared Engineering - NHS Direct - NHS Transplant - NMEC - North Yorkshire Police
Origins - Parfums Givenchy - PaddingtonCentral - Panmure Gordon - PCS - Penguin Books
Phillips Petroleum - Police Service of Northern Ireland - Raytheon - Surrey County Council
Shiseido -Surrey Police - Survey Solutions - Thames Valley Police - Tetley Tea - Vivalis
VNU Business Publications - The Wisley - The Walt Disney Company - North Yorks Police

SOME PRESENTATION AND COACHING FEEDBACK

“Although I have performed a fair number of presentations over the years, the course helped me improve my techniques. In particular it helped me think about the message I was trying to get across from the audience's viewpoint. PowerPoint ceased to be the basis of the presentation, rather a tool to be used if appropriate. You also provided many ideas for giving impact to the presentation. The importance of preparation is strongly emphasised and I have found this particularly useful in improving my persuasive skills with senior managers and peers, outside of the formal presentation arena.”

David Berry, Executive Manager IT, Estee Lauder Companies

“I have been working with John for the past 18 months as part of my personal development programme. I decided to work with John as his personal approach is focused upon the individual. From his broad personal knowledge and expertise he is able to draw upon a range of techniques and coaching tools; MBTI, DISC and NLP that benefit the individual rather than delivering a one dimensional corporate package. The benefits have been to improve my confidence and effectiveness. I have recommended John to a number of colleagues as he is able to operate at the executive level, respond flexibly to your development needs and promote a learning style that benefits the person, team and organisation.”

Terry Sweeney, Assistant Chief Constable, Greater Manchester Police