



## INTENSIVE PRESENTATION AND INFLUENCING SKILLS

Just 1 day, just 3 to 5 delegates. Innovative, personalised, time-effective and cost-effective.

*"The presentation skills training that I received from John has been invaluable. Equipped with new tools and techniques, I continue to grow in confidence and competence in preparing and delivering presentations. Without a doubt, the training I received from John helped me to fulfil my role in a new business pitch we recently won." **Zoë March, Senior Consultant, CollegeHill Public Relations***  
*Zoë used her skills to help win a retained brief after a competitive pitch at FTSE 250 firm Shanks Waste.*

### HOW WILL YOU BENEFIT?

**This is not a typical Presentation course.** If you are a leader, a manager or a sales professional this remarkable one day workshop will enable you to leverage your knowledge, your ideas and your skills to improve your effectiveness in all influencing situations. You'll benefit through:

- ✓ **Enhanced confidence** in all presentations - formal and informal
- ✓ **More impactful**, memorable and effective presentations
- ✓ **Improved engagement** and buy-in ... in one-to-ones, in meeting and in presentations.

### WHO SHOULD ATTEND?

**All presenters** who want to enhance their impact, their confidence, or simply refine their skills. Whether experienced or a relative novice you'll gain ... and be amazed at how much your skills improve. This day achieves the same as many 'conventional' two day advanced presentation course. How? Very **small numbers**, using **Myers-Briggs™** and **interactive feedback** are just three of the elements that make this achievable. **See overleaf for full details.**

### WHAT WILL YOU LEARN?

**Everything you need to know** to analyse audience needs, manage content and pace, maximise impact, create interest, use visual aids and handle questions confidently.

These 3 tips alone, learned within 2 hours, will make your attendance worthwhile.

- ✓ Harness a clever technique to consistently maintain audience interest
- ✓ Use a simple but powerful tool to immediately improve physical and mental composure
- ✓ Learn powerful tips that instantly give you and your presentations more impact.

### WHO ELSE USES US?

Clients include: GE Aviation, The Disney Store, Tetley Tea, IDG Global Solutions, CollegeHill, Wolters Kluwer, MorganAM&T, Incisive Media, Estee Lauder, De La Rue, Haymarket Publications, National Osteoporosis Society, Development Securities, Sony Pictures, as well as Senior Police Officers from 14 Services in the UK and Northern Ireland including the Metropolitan Police.

### WHERE, WHEN AND HOW MUCH?

**One intensive day of presentation coaching.** Start 9 am. Finish 5.30 pm.

**Dates:** Wed 8 Feb, Wed 29 Feb, Thur 15 Mar, Thur 29 Mar, Thur 12 Apr, Tues 24 Apr 2012.

**Leatherhead.** 5 minutes from Junction 9 off the M25.

**£495 plus VAT. Price held since 2005.** The cost covers all materials, Myers-Briggs™ profiling and feedback, your own DVD recording, on-tap refreshments and a 3 course lunch.

## A RADICAL AND INNOVATIVE APPROACH FROM PEOPLEFOCUS.CO.UK

*Before I set up my own business in 1992 I was HR Director at Estee Lauder and Heron International. I was so poor at public speaking that it took me 5 courses over 9 years to learn to present ... so I developed my own course in order that others could more easily learn this vital skill. **John Gotting***

### TEN REASONS WHY THIS WORKSHOP DELIVERS ... ON COST, ON TIME AND ON QUALITY

1. It achieves in 1 day what many conventional advanced courses achieve in 2 days.
2. It is 30-45% more cost-effective than many advanced courses that cost between £695 and £795.
3. It halves the time your delegate is away from the office reducing the 'opportunity cost' by 50%.
4. Personal attention is superior to conventional training because numbers are kept unusually small. No more than 5 per course (6 on in-house courses). Many other courses have 8-10 delegates.
5. 'En route feedback' generates faster learning. Many courses use 'post-presentation feedback', which is slower and less effective at highlighting strengths and clarifying weaknesses.
6. Myers-Briggs™ profiling in advance enables me to provide personalised analysis, feedback and coaching to help each delegate to capitalise on innate strengths and manage weaknesses. Most conventional presentation courses offer a more generic approach ... 'one style suits all'.
7. Many large training organisations will make use of generalist trainers or sub-contractors with limited experience and without Myers-Briggs™ accreditation.
8. Delegates use our presentation preparation guidelines to prepare in advance so that on the day they can concentrate on practise and feedback rather than on learning information, all of which is contained in their Course Manual and Prompt Card.
9. Every delegate presents 3 times. All the presentations are filmed and delegates receive their own DVD of 45-60 minutes duration with a helpful follow up Action Plan. This means they can review and reinforce the learning repeatedly in the weeks and months after the course.
10. Advanced NLP techniques enable me to give extra help to those delegates who suffer from a real and deep fear of presenting. Although rare, when required these techniques have proved invaluable.

### SOME CLIENT FEEDBACK

*"Excellent, ten out of ten, for the facilities, the coaching and the results. The best workshop I have ever attended." **Alison Roughton, Communications Manager, NHS Direct***

*"Finding the right format, focusing on the needs of the audience and finally giving me the self confidence to present in a way that was far more effective than I had in the past have again convinced me that your training in presentation skills is excellent." **Ruud Bakker, CEO, VNU Publications Europe***

*"I just wanted to say thank you so much for the training day, I found it totally inspiring and absolutely invaluable. It is the best training course I have ever been on and would recommend it to anyone." **Melanie Bramley, Assistant Brand Manager, Elizabeth Arden***

*"John exceeded my expectation of what I would gain from my coaching program. I feel equipped with the positive mental attitude to address the challenges that have been roadblocks to successful communication and collaboration." **Nick Tomkins, Director of Supply Chain & Logistics, Walt Disney***