



LEADING EDGE CHANGE
Professional Programmes for Peak Performance

PERSUASIVE PRESENTING

A Leading Edge Change in-house workshop

Presenting yourself and your organisation effectively is a key skill for the success of any business. It can make the crucial difference between:

- ◆ Winning and losing a sale;
- ◆ An extraordinary and ordinary leader;
- ◆ Whether or not others agree to an idea.

Presentations are an opportunity to promote yourself and your organisation. Yet many people shy away from giving them, as they give in to worries such as nerves; what to say; drying up and awkward questions. So the opportunities are lost!

The good news is that good presenters are made, not born. A good presenter understands how to put the message across, how to structure the presentation to get and keep the audiences' interest, how to use visual aids to strengthen the presentation, and the importance of voice tone and body language.

This two-day course provides practical help to you resolve such problems and the opportunity to try out these solutions for yourself. It provides guidance on what to do but essentially it also helps you with how to do it.

Key features:

- ◆ Projecting confidence and commitment
- ◆ Establishing what to say
- ◆ Winning them over
- ◆ Structuring your content
- ◆ Visual aids, not distractions
- ◆ Handling questions

These focussed development programmes allow us to work closely with your selected employees to deliver more skill enhancements faster.

LEADING EDGE CHANGE is committed to helping business achieve its potential in an ethical and sustainable way.

We all know that business outcomes are a direct result of the activities of the people working on them. To make a real difference people need three things:

1. Motivation
2. To think in ways that allow new distinctions to emerge
3. To be able to build the relationships needed to get the desired results

Combining all the proven benefits of NLP techniques with our extensive business and training experience, our performance training programmes will promote development in all three areas. Furthermore, as learning works best when all senses are engaged, our training challenges participants to engage fully. All workshops and programmes involve practical, interactive experience to make them fun and accelerate easy learning.

Our workshops, development programmes and training courses are available at a timing, length and price to suit your needs. We will run courses and programmes individually or as a package as required.

Other services:

Our **Personal Executive Coaching** provides confidential one-on-one coaching for directors and senior management, helping them find their own special talents to make the changes that take business forward.

Our **Strategic Coaching** helps a board or management team define their overall business goals and desired outcomes, development the strategy, build and test the business case and business plan and implementation planning and delivery.

To book this workshop or to find out more about our training, consulting and executive coaching contact Patricia Scott at:

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