

PERSONAL PRESENCE

Show up with confidence, demonstrate credibility, and engage audiences.

Their expertise, personified.

Many of the smartest people in your organisation may be coming up short of their full potential—not because they lack intelligence or technical proficiency, but because they haven't developed the presence to deliver their message and handle audience interaction with clarity, poise, and conviction.

Communicating with the Power of Presence helps leaders, high-potentials, professionals, consultants, and others demonstrate the confidence that matches their expertise and intellect. By mastering the subtleties of voice, body, and message congruence, participants learn how to deliver clear, compelling messages and respond to audience questions with authority and composure.

LEARNING OBJECTIVES

Communicating with the Power of Presence is a dynamic training experience that includes pre-work, a one-day workshop, and optional follow-up reinforcement activities. The workshop provides a practical laboratory environment where participants explore and develop their presence, learn actor communication skills and techniques, and practice "owning" the role of the expert in the room.

Participants leave with the ability to:

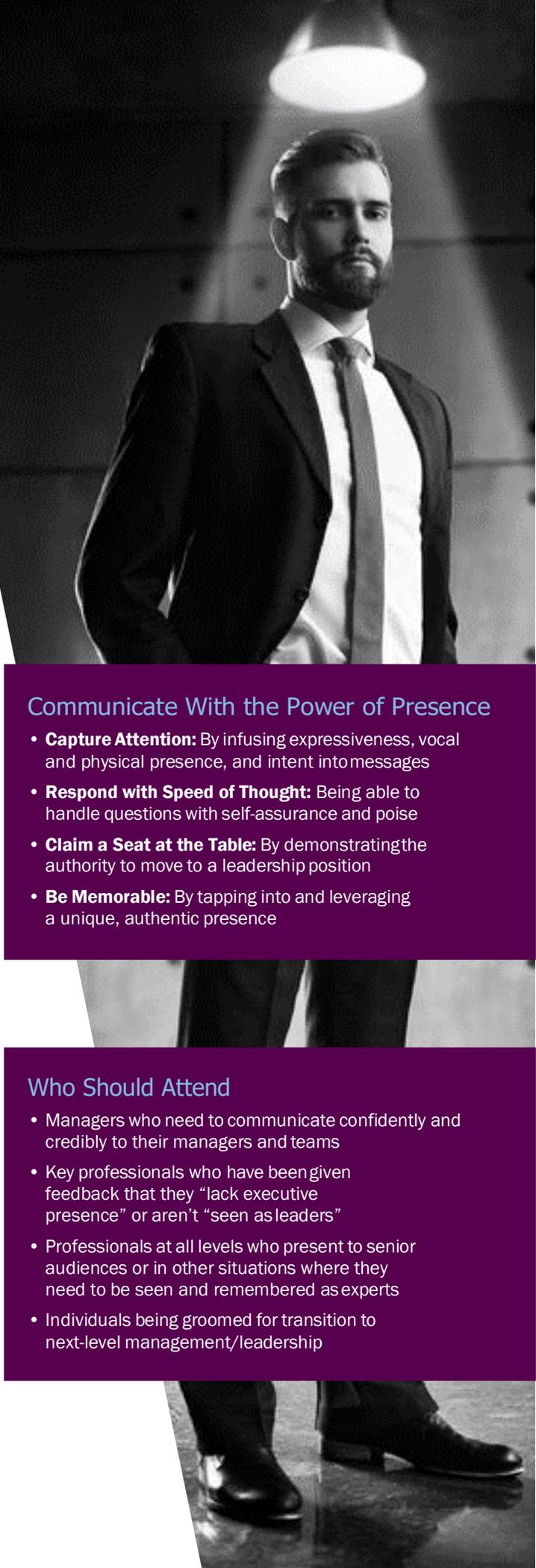
- Present themselves and their ideas with greater confidence and credibility in a variety of business settings
- Use words, body, voice, and facial expression with intention to communicate business messages
- Leverage specific aspects of their personal presence through an action plan for continued development

Communicate With the Power of Presence

- **Capture Attention:** By infusing expressiveness, vocal and physical presence, and intent into messages
- **Respond with Speed of Thought:** Being able to handle questions with self-assurance and poise
- **Claim a Seat at the Table:** By demonstrating the authority to move to a leadership position
- **Be Memorable:** By tapping into and leveraging a unique, authentic presence

Who Should Attend

- Managers who need to communicate confidently and credibly to their managers and teams
- Key professionals who have been given feedback that they "lack executive presence" or aren't "seen as leaders"
- Professionals at all levels who present to senior audiences or in other situations where they need to be seen and remembered as experts
- Individuals being groomed for transition to next-level management/leadership



PROGRAM COMPONENTS

Pre-Work

- Background reading on the importance of presentation skills to project credibility, confidence, and authenticity
- Questions for personal reflection and goal setting

Workshop Morning (9:00-12:15)

Supported by facilitator feedback and coaching, participants learn skills based on actor training to “own” how they show up in different situations

- **Introduction to the Signals of Personal Presence:** Participants learn and practice the behaviors they can dial up or dial down depending on their goals and the needs of their audience.
- **Commanding a Room:** Participants learn the “High Presence Welcome” technique of commanding a room and setting the right tone. They then field improvised questions, using the presence of the “Expert” to handle a Q & A with confidence while maintaining a connection with the audience

Workshop Afternoon (1:15-5:00)

Moving to business application, the afternoon focuses on rehearsing techniques and skills from the morning, presenting an excerpt of a business presentation, and receiving facilitator feedback.

- **Communicating with Passion and Purpose:** Participants work in pairs to rehearse and perform a theatrical monologue, applying the skills of the morning. The monologues stretch their level of expressiveness and challenge them to authentically connect with the audience.
- **Application and Action Planning:** Participants apply the monologue rehearsal technique to their business content (the first 5-10 minutes of a presentation they need to deliver) thereby infusing expressiveness, vocal and physical presence, and intent into their message.

Total time: 8 hours

Designed to Meet Your Objectives

- Small group sizes (12 to 1 participant-to facilitator ration)

“No behavior is insignificant. When we interact together, our brains are counting the blink rate and registering even the tiniest head movement.”

KEITH JOHNSTONE, IMPROV GURU