

## YOUR business matters

Inspiration to perform outside your limits . . .



“This was not your standard theory course - it used practical experience and was massively effective.”

# presentation skills provided by us

The aim of the workshop is to provide participants with the confidence and delivery tools to create an impactful presentation. This is achieved through a practical workshop where everyone has the opportunity to present and receive feedback on their presentation style in a safe and supportive manner.

### WHO WILL BENEFIT FROM ATTENDING THE WORKSHOP:

- Managers who need to present and sell their ideas
- People who need to sell themselves or their product to others
- People who need to influence others on a one to one basis, or in group situations
- Someone who offers professional services to a client

We understand that...  
presenting is simple... but not easy!

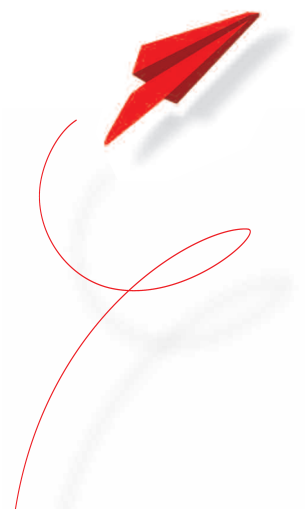
...we also understand  
the more you do it... the easier it gets!



Therefore we build in a series of **'have a go'** sessions within the workshop where participants are able to practice their delivery techniques to ensure their learning is put into practice.

“The practical nature of the course was great; it gave us the chance to learn from our mistakes.”

“The whole of the course was valuable - nothing was irrelevant.”





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Working with **Heart... Inspiration... Passion!**<sup>™</sup>

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# programme content and timetable

### OBJECTIVES:

Through feedback and support we help participants explore and experiment throughout the workshop in order for each person to develop whatever works best for them. During the two days participants will learn:

- What makes a successful presentation
- Key elements to consider when preparing
- How to structure the presentation to create maximum impact
- How and when to use different delivery tools
- The importance of body language
- Rapport building techniques
- How to close your presentation with a clear message
- Handling questions and objections
- Pitfalls to avoid in the presentation

### CONTENT:

This is a two day course which will deliver the following outcomes:

- Develop confidence to deliver a first class presentation
- Learn how to ensure you personalise your presentation
- Learn how to control your nerves and deal with common fears
- How to present with confidence and impact
- Making the presentation memorable and relevant for the audience
- Increase your personal presence and become more influential
- How to keep your audience interested
- Maximise your impact in front of an audience, whether this is one to one, one to two, or one to many!
- Understand the keys to a successful presentation

**This is a workshop delivered by people who have operated at the 'sharp end of business' - the content of the workshop focuses on achieving real improvements irrespective of your starting point.**



**“Inspirational!”**

**“Good video feedback thus building confidence.”**

**“It was interesting, challenging, exciting, and entertaining.”**

