

Pro Presentation Skills

Win more business when making business presentations to clients

Increase your influence with shareholders, colleagues and other stakeholders

Become more engaging when speaking to family, friends and the community

Full programs as described below or designed to suit your situation

About This Workshop

Enjoy the experience with the course voted “**Best Course**” in the CPA’s Professional Development Program (Vic) for its 25,000 members

Run for the Securities Institute in three states for 7 years

Run for Leadership Wimmera for 8 years – and continuing

This workshop enjoys constant demand as a course for advanced presenters, yet is often adapted for professionals ascending in their careers

It is **thematic** in approach: the content is presented as themes that are easy to understand and retain

The coaching is **individualised** and private when appropriate about any aspect of a participant’s presentation

Available in flexible formats from three hours duration

Refresher	Primer Program	Full Program
½ - 1 day workshop	1 day workshop	2 day workshop
<ul style="list-style-type: none"> - Persuasion and influence - Engaging the audience - Adding impact - Story telling in academia - What’s new in visuals? - Identifying and exploiting your strengths - Removing negative aspects - On camera and peer review 	<ul style="list-style-type: none"> - Overcoming anxiety - ‘Thinking on your feet’: to develop skills at speaking without notice - Building confidence - Revisiting the principles of presentation skills: voice, body language, enthusiasm, structure, anecdotes and the trilogy. 	<ul style="list-style-type: none"> - Preparation - Research the topic - Structures, words and sequence to craft the message - Delivering with confidence and impact - Managing anxiety - Writing: what is the message - Creating an interactive environment - Best use of visual aids
Target Group	Target Group	Target Group
Seasoned speakers wanting to review and improve their performance Trained speakers who want to hear of new developments	Confident beginners Beginners with some experience. Seasoned speakers who have had no training in public speaking.	Beginners Those without any training or experience in public speaking

Individual coaching sessions can be arranged.

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Benefits For Attendees

1. Your audiences will notice you

- Present with impact
- Become more engaging
- Heighten interest in your message
- Boost your credibility and gain more influence
- Become more persuasive

2. You will

- Project more confidence as you process 10 effective steps to overcome anxiety -
- Be received more positively by your prospects by identifying and removing negative aspects of your presentation style
- Learn three strategies to minimise the possibility of “losing it”, and know what to do if you do ever “lose it”
- Practice and adopt techniques that win audience support when addressing unpleasant subjects to hostile audiences
- Receive a videotape of your presentations. Review it during the workshop and at home so that you can implement all you experience and learn
- Address the issue of audio-visual aids: customise for your situations

Your Presenter

Ian has extensive experience as both a practitioner and a trainer. He successfully consults to major Australian firms and organisations winning repeat engagements from many including the a number of professional associations (FINSIA, CPA Australia) and six tier 1 legal firms in three states.

Ian has offices in the Sunshine Coast and Melbourne. He also works extensively in Sydney and Canberra.

Ian's clients in the last 3 years include AIM (V, Q), Ball Solutions; Clayton Utz (Q), CPA Australia, Hall & Wilcox; University of New England, University of SA, Deakin University, Leadership Wimmera, Suncorp, Toyota, Toshiba, and Canon. His full client list includes 6 tier 1 legal firms, 5 Universities, 3 TAFES, 3 international accounting / consulting firms & many others.

Qantas' in-flight "Talking Business" with Peter Switzer, ABC's Nightlife with Tony Delroy, the National Press Club in Canberra all included Ian in their programs. Articles featuring his comments have appeared in most capital city dailies and many magazines including BRW. Allen & Unwin published his book, 'Consulting Contracting & Freelancing' in 2003. That edition sold out and was replaced by a revised second edition in 2007.

More Information

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