

# Training Workshop: Presenting with Impact



ENGAGING, PRACTICAL, EXPERT

**Deliver compelling presentations to customers or internally, using impactful techniques to inspire confidence and achieve results**

By the end of the training you will :

- Start from the right place: ensuring you are in the best place to present, connecting with what you can bring to the presentation
- Be confident in delivering presentations with a high level of impact, as a team or individually, ensuring optimised delivery & handling of questions and objections
- Prepare yourself and consider rapport with the audience & your team
- Optimise performance and consider the format of the meeting whether face to face or online with different approaches needed

**SOME WORKSHOP TOOLS:**

## WORKSHOP OUTLINE

### INTRODUCTION

What are we here for?  
Getting our heads in the right place

### PREPARE

Prepare yourself  
Visualise & create your best self

### RAPPORT

Rapport with your audience  
Rapport with your team

### OPTIMUM PERFORMANCE

Performance soft skills  
Practical exercises & online considerations

### FINISH, FLEX & FINESSE

Finishing touches  
Practical delivery to your peers

### WRAP UP

Action Planning

