

Speaking For Leaders

Opening and Closing a presentation for impact and results, and becoming a Storyteller to persuade others to buy into your message and be seen as a Leader in your business.

"Talking and eloquence are not the same: to speak, and to speak well, are two things."

— Ben Jonson

Course Overview

Do you ever wing your opening and closing messages when giving presentations, and then wondered afterwards if you had the audience's attention? Did you close with a strong Call to Action so they know in no uncertain terms what to think, feel or do differently or better? In this 2 hr. webinar, you'll learn about Primary-Recency effect and why it matters. Discover how to use the 6 Forms of Evidence in your Opening, as well as 3 Types of Questions that will grab audiences' attention. Then, transition from a typical presenter to a dynamic speaker through storytelling. You'll learn the 6 story types and apply the 5-part story format to greatly influence others to buy into your message. Try out your newly developed messaging for an upcoming presentation and get instant peer and coach feedback.



Participants Comments

"After learning the principles for speaking, I was able to effectively deliver a keynote speech to over 100 of our management team and partners. The management feedback I received afterwards was that I was more dynamic and that I had the best visuals to support my message!" (I2 Technologies)

"I delivered the best speech of my career due to Holly's coaching - in message, structure and especially in opening and closing for impact. Also, she helped me with vocal delivery skills to engage and influence my audience." (CLEO Communications)

"The entire session was one of the most valuable trainings I have attended. Holly and her team were able to train medical Surgeons how to speak simply and powerfully to large audiences - not an easy task!" (SI-BONE)

Learning Objectives

- Learn the Primary-Recency Effect
- Recognize the Importance of an Attention Getting Opening and Results-Oriented Closing
- Identify the 6 Forms of Evidence and 3 Types of Questions for an Opening
- Identify the 2 Steps of Closing
- Create a Memorable Story as Evidence, and Practice with Feedback



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Developing Future Talent

Developing employees to succeed in current and future roles to build the organization's talent pipeline.

"The difficulty about communication is the illusion that it has been accomplished."

– George Bernard Shaw

Course Overview

Do you want to build skills and positive behaviors in your people so they not only succeed in a current role, but strive successfully to get to the next level? In this 2 hr. module, you will be able to support your organization's succession planning by identifying the characteristics of best leaders as mentors, recognize the importance of attitude and skill when leading by example, then develop active listening and targeted questioning skills to apply to a coaching model for skill building for employees' development and the company's talent pipeline.



Participants Comments

"Course made me aware of new ways to interact with my employees and upper management." (Radio Frequency Systems)

"Loved the role plays. Loved the pace. Kept me interested!" (Nokia)

"Great class, very helpful and great tools to improve performance!" (Amway Global)

Learning Objectives

- Identify Characteristics of Best Leaders
- Recognize Importance of Attitude and Skill in Leading by Example
- Create a Coaching Environment so Coaching Sticks
- Develop Targeted Questioning Skills and Empathic Listening Skills
- Learn a 4 Step Coaching Model for Employee Development



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Conflict: Travel MIALS in Five Steps

Moving through conflict using the five-step MIALS process, to maintain the relationship AND achieve business results

"People don't care how much you know until they know how much you care."

— Dr. Stephen R. Covey

Course Overview

Have you ever heard "Efficiency with tasks; effectiveness with people"? It means that often we get it wrong with people, treating them like another work task where we rush through complex situations very impatiently and without really listening to each other. This leads to disappointments, damaged relationships and lack of business results. In this 2 hr module, you'll learn more about EQ/Emotional Intelligence that is the foundation for preventing and working through conflict. You'll learn a 5-step MIALS process to effectively manage the situation AND the person to maintain the relationship, limit conflict, and find the common goals that align to the business. Apply problem solving skills and reflective listening as key skills to identify root issues then problem solve. Using these skills at work ensure that employees can navigate, and possibly prevent, any conflict, and feel better in the process.



Participants Comments

"The trainers were amazing! They were willing to divert from their planned demonstrations to address real life issues the group was experiencing." (Ryan Company, Inc.)

"I learned how to secure commitment from others and recognize my failures to resolve conflict effectively" (Amway Global)

Learning Objectives

- Recognize How Conflict Damages Relationships and Curbs Productivity
- Learn how EQ/Emotional Intelligence Drives Conflict Prevention and Resolution
- Learn a 5 Step Process "MIALS" to Manage a Situation and the Person
- Identify Mutual Goals to lead to Problem Resolution
- Demonstrate Reflective Listening Skills to Diffuse Emotion, and Acknowledge Another's Concern and Point of View



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