



# THE INFLUENCE BUSINESS

*Raise your level of influence*

## 'HOW WE DELIVER'

We work with your talent groups to help raise their level of influence so they can sell themselves, their ideas and their services more effectively.

We start on the assumption they are technically good at their job. Unfortunately, for client facing professionals, technical ability is insufficient and it is seldom a differentiator. Our training and coaching is designed to help them differentiate themselves and their organisation successfully and stand out from the crowd.

Our clients tell us that...***When The Influence Business works with us, something really does change the next day!***

### What you will get:

- Greater gravitas and impact through attending our programmes.
- Most workshop programmes delivered in a half day session.
- Highly practical and enjoyable programmes with participants acquiring not only new skills but crucially, the confidence to use them for real.
- Small numbers for workshops resulting in individual focus and bespoke solutions.
- Actor associates where participants benefit from 'client' interaction and practising a conversation (the majority of our programmes).
- Video review playing a key role in inspiring confidence.
- Associates from different business backgrounds, matched to our your needs.
- One-to-one coaching; small, bespoke workshops; and short, high impact programmes for conferences and events. Programme areas are around:
  - o Networking
  - o Winning more work
  - o Impact and confidence
  - o Presenting
  - o Negotiating
  - o Promotion interviews
  - o Leadership

We work with a broad range of Professional Service firms, mainly in Europe and the Middle East in the legal, financial and construction sectors. Examples are, Clifford Chance; Slaughter & May, Clyde & Co, White & Case, Baker & McKenzie, Cleary Gottlieb, DAC Beachcroft (Legal), KPMG (Consultancy), Crowe Clark Whitehill (Accountancy), Patrizia (Real Estate Investment), Sir Robert McAlpine (Construction and Project Management), RMS (Revenue Management).

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