



THE INFLUENCE BUSINESS

Raise your level of influence

WHAT WE OFFER

- 1. Networking**
 - Networking skills
 - Networking skills (seminar)
 - Post networking - developing relationships
 - Your personal brand and networks
- 2. Winning Business**
 - Client team skills
 - Pitching to win
 - Proposals/pitch workshop
 - High impact response to RFPs
 - Getting (back) in touch - telephone calls
 - Getting (back) in touch - telephone calls (seminar)
 - Live Pitches - preparation, rehearsal and review
 - Lost pitches - what went wrong and steps to improve
 - Demystifying procurement
- 3. Impact & Confidence**
 - One to one coaching
 - Personal impact and influencing
 - Executive presence for women
 - Developing personal impact and presence
 - Challenging conversations
 - Challenging conversations (seminar)
 - Managing challenging meetings
 - Communicating and influencing for junior executives
 - "Acting naturally" (seminar)
 - Train the trainer
- 4. Presenting**
 - Presentation skills
 - Advanced presentation skills
 - Master class in presentation skills
 - Differentiating yourself as a speaker (seminar)
 - Speech and seminar rehearsal
- 5. Negotiating**
 - Negotiating (generic, including work place issues)
 - Negotiating agreements
 - Negotiating fees
 - Negotiating skills (2-day)
- 6. Promotion Interviews**
 - Selling yourself at promotion interviews
- 7. Leadership**
 - Practical leadership
 - Building excellence in leadership

A 'Seminar' is a programme that can be delivered to an audience of any size and tailored to last up to two hours. These are excellent for retreats and conferences.