



## TARGET GROWTH AREAS

- Organizational Representation
- Accurate Self-Perception
- Public Speaking Behaviors
- Client Attractiveness
- Leadership in a Public Forum

*"The biggest heckler in any audience is the one right inside the speaker."*

*-Joe Takash*

"This entire program was fantastic and outstanding resources were provided to us, allowing us to successfully present in many important forums. Victory Consulting was the best."

Tommy Fraser  
Orange County, CA

"This program was excellent and kept my attention and interest throughout. The only thing I'd like to see was that it was longer because there's so much valuable information."

Chrissy Smith  
Atlanta, GA

"The use of video was highly effective, the feedback was constructive and insightful and I now realize how important presenting is in all facets of my career. All areas of this program were an A+++."

Scott Tompkins  
Somerset, NJ

P: 888-918-3999

F: 708-579-3309

WWW.VICTORYCONSULTING.COM

## PRESENTING WITH CONFIDENCE AND INFLUENCE

Presenting with Confidence and Influence, (PCI), is an intensive, three-day video-coaching program to help individuals communicate with more confidence, clarity, and persuasion before internal and external clients.

### TARGET AUDIENCE AND GROUP SIZE

Mid-level employees, sales professionals and managers who speak before colleagues and clients. Class size is limited to between 8-10 participants so each participant is able to apply practices, receive individual and group feedback and build sustainable skills.

### PARTICIPANT BENEFITS

Walk away better able to:

- Apply presentation fundamentals that connect with audiences
- Understand the how-tos for developing the right content, the right way
- Confirm you are presenting authentically and confidently every time
- Identify how to gain buy-in through a benefits-focused approach
- Become a versatile presenter by dealing with both challenging questions and individuals
- Utilize AV as support only and NOT as a replacement for connecting with your audience

### ACCOUNTABILITY & MEASUREMENT

Check-points to elicit positive change include a pre-program assignment for all participants, assignments between Days 2 and 3 to reinforce accountability and inspire continued progress after the training. These approaches help boost sustainability and daily practice by more of your participants.

### PROGRAM SCHEDULE

PCI is a three-day course, with Days 1 and 2 running back to back, (Day 1: 8am-6 pm, Day 2: 8am-2 pm). There are up to 4 weeks allotted before Day 3, (8am-4pm), as this intentional spread of time creates accountability and allows for application of lessons learned. This approach has proven to help build long-term presentation habits in PCI participants.

**Day 1: Video Feedback From Peers and Instructors:** Participants deliver preprogram assignments and situational presentations, learn how to build comfort and manage anxiety.

**Day 2: Building Presentation Awareness and Skills:** Developing content that always speaks to the benefits of the audience, discover tips for utilizing AV and presentation support.

*Assignments on relevant presentation implementation provided between Days 2 and 3.*

**Day 3: Applying Long-Term Presentation Habits:** Establishing unconscious behaviors and approaches that build both confidence and effectiveness in adapting to any group, large or small.

### HIGH INTERACTION

Adults expedite growth by being involved, applying skills and learning from both the consultant, as well as their peers. This course is highly interactive, provides practical approaches for every day use and it invites noticeable improvements in the development of both new and experienced presenters.

### PROGRAM INVESTMENT

\$25,000 plus necessary travel expenses and accommodations to secure training location(s).

Program includes workbooks for all participants.