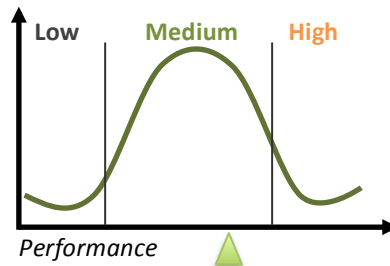
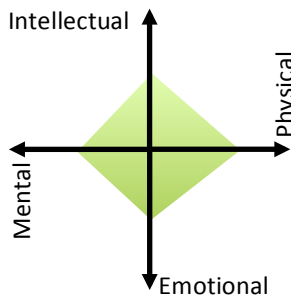


## CHARISMA Presentations

Developing the Techniques & Strategies to Present with Confidence & Charisma

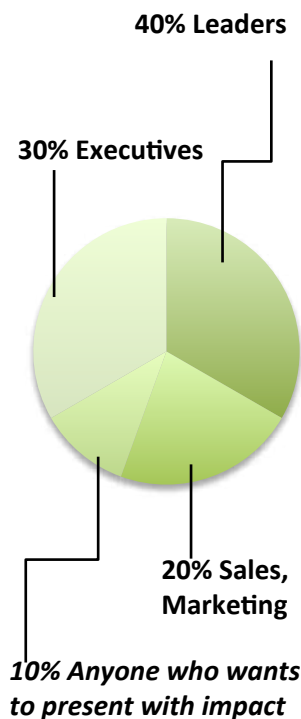


### LEARNING MOOD

### POTENTIAL MATCH

### PARTICIPANT LEVEL

### WHO SHOULD ATTEND?



### LEARNING OUTCOMES & BENEFITS

- **Discover** ways to add more charisma into any presentations
- **Identify** personal communication styles, and how to leverage on them in presentations
- **Increase** your overall effectiveness with proper preparation and content structure techniques
- **Learn** audience engagement techniques to gain their fullest attention
- **Effectively** handle difficult and tough audiences
- **Personalize** your delivery with your own stories and know how to use them strategically
- **Engage** the audience with better voice control and increased verbal influence
- **Be equipped** with fear-reducing techniques to manage nervousness and anxiety
- **Master** your states and emotions to project charisma
- **Develop** more business at networking events by presenting yourself better
- **Fortify** yourself with Q&A techniques to answer with confidence
- **Impact** your participants with a positive, memorable and inspirational experience

## SPECIAL PROGRAM FEATURES

- Trainer, facilitator & peer feedback & review
- Individual video recording review
- Break out learning integration labs

## SPECIALIST TRAINER

**Richard La Faber**, Radio, TV & News Personality, Communication Specialist, Voice Coach, Speaker, Trainer, and Developer of this program.

**TRAINING HOURS: 16**  
**OPTIMUM PAX: 20**

## COURSE MATERIALS

Participants will walk away with these resource:

- A workbook for note taking and exercises during the training
- A post workshop manual for additional reading, appendixes and reference
- Voice training MP3

## EXECUTIVE SUMMARY

We have all been inspired by messages that moves us from within, that inspires us to go the distance, that motivates us to be the best that we can be. In the corporate setting, a presentation can make or break a deal, foster relationships or burn bridges, lead teams to victory or be crushed under adversities.

The great news is that presentation skills can be learned. Many great presenters are known to say that speaking effectively is like dancing – an elaborated dance is simply made up of small, simple steps chained together. With the right mindset, strategies, techniques and tools, anyone can present with impact.

**CHARISMATIC Presentations** is an interactive and engaging presentation skills workshop is aimed at equipping participating managers and executives with the proper structure of an effective presentation. Radio personality, communication specialist, voice talent and coach, mentor and trainer **Richard La Faber** will walk the presenters through from start till end – proper preparation, opening with impact, engaging the audience with a myriad of delivery techniques, handling tough Q&A, and inspirational closings. Expect to learn easy, simple techniques that can bring instant results, and participants can practice those new learnings immediately too, in guided simulations, micro presentation labs and break out exercises. Trainers, facilitators and peers are trained to give constructive feedback to further improve on the newfound skills.

Three weeks after the workshop ends, each participant's video recordings throughout the training will be given back to them (through the management), so they can review their own delivery. Tapping on to their own reference of presentation styles and the learning points gained from the training, this is an ideal method for them to enhance their continuous learning.

At the end of this training, expect to be able to engage, entertain and empower your audiences, and create an impressive, **Charismatic Presentation!**

**METHODOLOGY**

This highly interactive workshop is delivered with a combination of training techniques to ensure that the participants are always engaged and challenged to stimulate results.

Participants can expect:

- Dynamic presentations
- Video reviews
- Individual exercises
- Well-form Feedbacks
- Trainer and peer review
- Activities to foster better understanding
- Inspirational messages that moves and motivates

**LEARNING**








**SUSTAINABILITY**

**RECOMMENDATIONS**

- Optional ½ to 1 day follow-up training for Q&A, 3-8 weeks after the trainings

**THE NET EFFECTS**

*The biggest concern about sending your people, or yourself, to trainings, is that your investments are not justifiable. At **Plaseed**, when we brainstorm on how to enhance your training results, we have every intention to maximize your training dollars. Using **the Net-Effects** model, you will be able to notice positive changes in skills implementation, thinking process, work-related characteristics and other leading indicators that contribute to your organization’s growth.*

BEFORE		AFTER
<b>Distraction</b> Audiences or participants easily distracted, causing frustration for presenter		<b>Captivation</b> Engross the audiences and sales prospects with a spectrum of engagement strategies
<b>Doubt</b> Incongruent body language and bad choice of words causes disbelief for the listeners		<b>Trust</b> Gain trust easily with strategic body gestures, convincing languages and words
<b>Hopeless</b> Feel lost whenever asked to do a presentation, have no plans or strategies		<b>Empowered</b> Equipped with the right tools, skills and techniques to create an impression during presentations
<b>Low Self Esteem</b> Lack of confidence, insecure, lack in product knowledge, tremble with nervousness during Q&A		<b>Confident</b> Prepares materials and sessions well, sure of own ability, handles Q&A with ease, even when don't have the answers
<b>Unimpressive</b> Easily forgotten, doesn't "stick" in the mind, feels inferior when being compared		<b>Influential</b> Able to persuade decisions, convincing, portrays excellent leadership qualities
<b>Ineffective</b> Low closing rate for sales presentations, miscommunication of instructions		<b>Effective</b> Presentations that sells, messages and instructions communicated clearly
<b>Withdrawn</b> Shy and quiet, afraid of interacting with people, doesn't speak up or stand out		<b>Charisma</b> Captivate the audience, command respect and attention

## COURSE CONTENT

**DAY 1 INTRODUCTION & WORKSHOP OBJECTIVES**
**AM**
**MINDSET OF THE CHARISMATIC PRESENTER**

- Presenting with congruency and conviction
- The 7lbs Universe - The components of the unconscious mind
- The Road to Competence

**SPEAKING OFF THE CUFF**

- The importance of impromptu in presenting and networking
- *Presentation Practice 1*

**PRESENTATION TYPES**

- The implications of audience size
- How to approach the design and structure of presentation
- The 4-MAT Method of content distribution
- Which areas need more focus, and what to do with the rest
- Presentation Zen

**DAY 1**
**PM**
**PRESENTATION APPROACH**

- Audience engagement techniques
- Creating viral presentations
- Creating engaging and personal stories
- *Presentation Practice 2*

**POWER NETWORKING**

- The elevator pitch
- S.E.T. Method to maximize networking

**DAY 2**
**AM**
**DEVELOPING YOUR POWER VOICE**

- Vocal components – tone, clarity, volume, pitch, intonation
- Verbal influence vs. verbal authority
- *Presentation Practice 3*

**PRESENTATION DELIVERY**

- Beginning your sessions with impact
- Reducing anxiety, state & emotion management tools
- Using stories, jokes and metaphors to lighten the mood
- Effective uses of body gestures
- Communicator vs presenter
- Q&A handling techniques
- *Presentation Practice 4*

**DAY 2**
**PM**
**ENVIRONMENT**

- How to take advantage of the environment
- Avoiding actions that undermine the message
- *Presentation Practice 5*

**CLOSING**

- Strategies to close with impact
- Leaving your audience wanting for more

*\* Course contents and flow are just for planning purposes only. The trainer(s) may reallocate the contents to enhance dynamism of the training, NLP interventions and on-the-spot coaching.*