

Presentations That Make a Difference Level One

If your current or future role requires you to influence people, instruct others or deliver information to others in a group setting, then you'll probably need to make a presentation of one kind or another

The single most important reason to make a presentation is to get people to **take action. So why don't people always do what you want them to do?**

Typically, you're probably making just a few basic and easily fixed mistakes - Perhaps:

- Your voice is saying 'take action', and your body is saying 'Get me out of here!'
- You're expecting technology to give the presentation for you, thinking that good slides are all you need
- You're forgetting to build a connection with your audience
- You don't have a clearly defined objective for the presentation
- Your content is inspiring, but your voice lets you down

If tomorrow, next week or next year **you need to influence:**

- your board to take a decisive course of action
- prospective clients to agree to your proposal
- your boss to give you a well-earned raise
- potential donors or sponsors to contribute to your cause...

...then **this workshop will help you to achieve your goals.**

Whatever your needs, you will build on your existing skills and **move from average presentations to presentations that make an impact**, leading to the outcomes you want!

It's no secret that **well-executed presentations influence audiences** to take action. The main measure of your success as a presenter is the way action is taken – or not - in response to what you say, and the way you say it. And we say much more with our body language and vocal style than we can convey with words alone. **This ½ day workshop** will cover all of these elements:

1. How to **get started** – the *first* thing you need to do
2. **Being confident** with what you want to say, and learning how to *really* say it
3. Using nervous energy to **improve your presentation**
4. Body, voice, message. Ensuring the trio is in harmony

5. How to know **you've got them**
6. How **you can get them** back if you've lost them

This workshop has a strong bias towards *experience* which helps you implement these **proven presentation** strategies straight away, giving you an impact that lasts and leaving the theories simply as theories. This is an **'I can do that'** workshop!

There's no point speaking brilliantly to rapturous applause if no-one as a consequence acts upon the inspiration, and this is where James takes the usual teaching a step further: creating an emotive response that motivates an audience to take the action that you want them to take.

The aim is to turn any fear you may have into confidence, and equip you to deliver the kinds of presentations that have people *doing*, rather than nodding off! **You can book today!**

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About your Facilitator

[James Freemantle](#) recently returned to Australia from Moscow, where he was a News anchor for international 24-hour Moscow-based News channel *Russia Today*. He's a DiSC accredited behavioral change consultant with a clientele ranging from first tier Corporations in Australia, Singapore and Indonesia; to jurists in Vietnam; to farmers; and to footballers in the AFL.

Also a filmmaker, presenter, educator and writer, James has written and produced over 300 stories for Australian television, and presented over 200 as a reporter.

More about James...

For 8 years to 2007 he was a reporter and producer on Australian TV - on 7's travel flagship *Coxys Big Break*, 9's tourism lifestyle show *Postcards*, and *Talk to the Animals*; and 10's small business magazine *Bread* - filing stories of adventure from Australia and South East Asia.

James produced the *Stand & Deliver* video training program – internationally distributed in four languages, and **considered by many firms to be the 'bible' of presentation skills**.

With a diverse career history encompassing farming, opal-mining, prawn-fishing, furniture-making and acting, James is anything but predictable.

James has a degree in English Literature and a Diploma in Education from the University of Melbourne and completed his DiSC certification with Integro Melbourne.

You can use this registration form or book via the website at www.taspi.com.au

Registration (please tick preferred date)

Thursday 2nd of October or Friday 3rd October

Fax to (03) 9445 0327, email to desiredfutures@netscape.net or mail to Looking Up Feeling Good Pty Ltd, Suite 19, 2-6 New St, Richmond 3121. For inquiries phone 9445 0289 or direct to James on 0411 59 22 99

Yes! Please register me for the 'Presentations That Make a Difference' Workshop

Tax Invoice / Registration Details:

Name: _____

Organisation: _____ Title: _____

Email: _____

Telephone: _____ Mobile: _____

Cost per person for this workshop is only \$195. Morning Tea will be provided

I enclose payment of \$_____ for _____ people. Payment details as follows:

Cheque payable to **Looking Up Feeling Good Pty Ltd.** (ACN 078 714 931; ABN 33 078 714 931)

OR charge my **Credit Card**: Bankcard Master Card VISA

Card # _____ Expiry ____ / ____

Cardholder Name _____

Cardholder Signature _____ Date ____ / ____ / ____

Email, fax or mail your completed details with payment to:

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