

Presenting With Confidence

Effective presentation skills to look good, sound great, and get a positive response.

By attending *Presenting With Confidence* you will learn how to successfully design and deliver effective face-to-face business, technical and sales presentations that clearly communicate your message, gain buy-in, and get commitment from your audience.

This presentation skills workshop is ideal for:

- **Technical / Professional staff** – learn how to avoid 'data dumps', be more persuasive, and build trust.
- **Sales people** - gain commitment, persuade customers and win more business.
- **Executives / Advisors** - deliver polished presentations, improve relationships, and get proposals approved.

Comprehensive, Interactive 2-Day Program

This presentation skills workshop is ideal for:

- Managers and executives
- Service professionals
- Consultants and advisors
- Business Coaches
- Engineers
- Scientists
- Technical personnel
- Marketing managers
- Business owners
- Sales people

Delegates will learn:

- How to properly **plan and structure** your presentation.
- How to open with impact and **grab audience attention**.
- How to **anticipate** and manage difficult questions from the audience.
- The best way to use visuals.
- Tips and techniques for **managing nerves, jitters, and anxiety**.
- What to **avoid** when using modern presentation technologies.
- Tips and strategies for using PowerPoint (don't bore your audience).
- How to recognise habits that can **destroy** your presentation.
- How to handle long questions and **maintain control** over your time.
- What to do if things go **wrong**.
- How to **look cool, calm, and confident** - even when you're not!
- ... and much more

Why is this a 2-day program?

Experience has been found this time is required to cover the **techniques**, provide **significant personal involvement**, and achieve practice with the range of **new behaviours** needed to improve presentation performance. A 2-day format also allows greater focus on each participants real-life presentation requirements. It is a comprehensive program for people who need to improve their overall presenting skills.

Registration includes:

Interactive two-day program, catering, comprehensive reference workbook, certificate, DVD of your own presentations, and personal contact with trainer after the course.

Register by fax, mail or online at: www.marketingnous.com.au/training/presentation-skills-training.htm

Tel: (07) 3806 2238
www.marketingnous.com.au

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Your satisfaction is guaranteed, or your money back!

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Unlock the 'secrets' of effective presentations.

- Interactive format where you will understand the 'why', and also learn by doing.
- Workshop facilitated by experienced business presenter (no vague theories), providing personal feedback.
- Discover the secrets, and learn skills and strategies you can use immediately.
- Every delegate presents on multiple occasions.



Real comments from previous workshop participants...

"**I LOVED yesterday I really did.** Thank you for making it such an enjoyable and relaxed day. You have a real way of putting people at ease. I entered the room afraid and I left with a smile! Now I feel confident that I only feel my nerves (they don't show) - and it was good being forced out of our comfort zone." **Colette M. Sydney**

"**The feedback was constructive and positive.** Although it was daunting, having the opportunity to practice is great." **Nicole V. Brisbane**

"**Can't believe I'm saying this...** but actually having to 'do it' a few times over was the best part of the workshop, as well as beginning slowly and gently." **Jayne C. Brisbane**

"**The best part was doing the presentations** after being shown the points. Now I have more confidence for future presentations and will plan and structure the presentations differently, and start with more impact." **Mark S. Sydney**

"**I'd say the best feature was being 'forced' to speak,** and the slow ramp up to the 'big presentation'." **David H. Brisbane**

"**The best part - as painful as it felt - was practicing in front of the group.**" **Michelle W. Brisbane**

"**I will spend more time knowing my material** because the course has given me the belief that I can be a good presenter. The best part was making three presentations with focus on the new learnings." **Louise N. Sydney**

"**I liked the presentation practice,** especially on an unknown topic, mostly out of your comfort zone." - **Alison S. Sydney**

"**I didn't like the practice sessions but they were great to do.**" **Lyndall P. Brisbane**

"**Now I will use the Know - Believe - Succeed slogan** and will focus on the audience and what I'll try to get across, instead of worrying about how I feel." **Rhoda M. Sydney**

"**The best part of the workshop was the passion of the presenter.** From the course I've learned to be more prepared for future presentations." **Alfonso H. Sydney**

"**This workshop has helped me understand my style of presenting** and suddenly gives me more confidence for my next presentation." **Tricia T. Sydney**

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Registration Form:

Business Name

Address

Telephone

Delegate Name/s

Email Address for each Delegate (required)

1. _____
2. _____
3. _____
4. _____

Check the box (✓) for the course you wish to attend:

Location	✓	Program Dates
Sydney	<input checked="" type="checkbox"/>	April 27-28, 2010
Melbourne	<input type="checkbox"/>	April 15-16, 2010
Brisbane	<input type="checkbox"/>	March 29-30, 2010

Payment Method (✓)

(1) Cheque* (please attach) (2) Direct Deposit # account details below

(3) Credit Card (Visa and MasterCard only) Payment processed via secure online service.

Name on card _____

Credit card number _____

Expiry Date ____ / ____

MasterCard

Visa

* Note: 3 digit security CCV number required for credit card transactions (on reverse of card) ____

Card billing address (if different to business address)

Amount: (\$1,295 per delegate or \$1,095 pp (3 or more people) inc. GST.): \$ _____

Authorised Signature: _____

Email for Authorised Person: _____

* Cheque payable to Marketing Nous Pty Ltd | # Bank deposit details: BSB 014-227 Account 3488-28984

How to book:

1. **Fax** this form to 07 3806 2238.
2. **Post** this form to Marketing Nous, PO Box 5320, Daisy Hill QLD 4127.
3. Receipts will be sent via email once payment has been confirmed.

Cancellations & Guarantee:

- No refunds are possible. However, you may transfer your registration to the next scheduled course. If the original participant cannot attend a substitute is welcome.
- If after you have put into practice the skills and techniques presented in this course you don't think you've improved your presentation skills and received great value, just say so.

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Registration Terms & Conditions

Money-back guarantee:

If after you put into practice the skills and techniques presented in this course, you don't think you've improved your presentation skills and received your moneys worth, just say so. Please let us know how you have used the techniques and why they aren't suitable for you and Marketing Nous will happily provide a full refund.

Cancellations:

(i) No refunds are possible based on changes to the delegate circumstances or availability. However, you may transfer your registration to the next scheduled course if you notify Marketing Nous at least 14 days prior to the course. If the original participant cannot attend a substitute is welcome.

(ii) Marketing Nous will make every effort to deliver courses as scheduled. However there may be circumstances where it is necessary to change the date, venue, or presenter, or cancel the event, and Marketing Nous reserves the right to do so. In the event of a cancellation by Marketing Nous any registration fees already paid will be refunded in full.

(iii) All courses are offered subject to sufficient registrations being received to make the program viable. In the event that insufficient registrations are received and the course is withdrawn any registration fees already paid will be refunded in full.

Limitation of liability:

(i) The delegate (and/or his/her company) fully indemnifies Marketing Nous from any claim resulting from accident or injury relating to the delegate attending the training event.

(ii) Marketing Nous takes no responsibility for individual costs incurred as a result of changes to scheduled dates, venues or cancellation of courses.

Contact Marketing Nous

For further information contact Stuart Ayling directly on 0407 588 468.

Email: info@marketingnous.com.au

Website: www.marketingnous.com.au/training/presentation-skills-training.htm

This course is proudly presented by Marketing Nous Pty Ltd. ABN 17 263 816 129