



STEVE HERZBERG - PRESENTING, LEADERSHIP, SALES

# Presenting with Confidence



**Date:** 26<sup>th</sup> August, 2016 (Melbourne)

**Time:** 9.00am – 4.30pm

(Morning tea, lunch and afternoon tea included)

**Venue:** Cengage Learning,

Level 7, 80 Dorcas Street, South Melbourne

**Cost:** \$1190 plus GST

*“This workshop was an amazing experience that showed me how to be more confident when presenting”.*

– **Adriana Rehbein, Emberin**

*“Steve is an energetic, enthusiastic, knowledgeable, humorous and engaging facilitator. I was fully engaged for the whole day because of Steve’s presentation methods”.*

– **Jess London, Wileys**

For more information please call Michaela on  
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## Presenting with Confidence



### Aims and objectives for this program

1. Learn how to present more engaging presentations
2. Understand how to prepare in the most effective manner for a presentation
3. Understand how to design and deliver engaging audience focused presentations
4. Increase your awareness of the 3 biggest mistakes presenters make and how to avoid making them
5. Enhance your overall presentation skills with less reliance on PowerPoint
6. Become more confident and engaging with your presentation skills
7. Provide you with the skills and confidence to seek out opportunities to present more often

### Session content

1. What makes a great presentation and why do so many professionals get it wrong
2. Learn the key delivery skills for presenters – vocal, eye contact, gestures, stance and movement
3. Understanding your audience's needs, experience level and how to pitch your content appropriately
4. How to capture your audience's attention at the start of your presentation and then maintain high levels of engagement throughout your presentation
5. Understand how to include and structure appropriate case studies and examples
6. Learn the 10 planning steps for delivering successful presentations
7. Understand the different strategies you can use to inform, persuade and influence your audience
8. How to deliver a great presentation using the NRG Matrix model
9. Learn 5 strategies for dealing with your nerves and for thinking on your feet
10. Discover the range of options available to you when handling questions

### Learning outcomes

1. How to prepare, design and deliver successful presentations in a variety of settings without relying heavily on notes or PowerPoint
2. Increase your levels of confidence as a presenter
3. Have a better understanding of your current presentation skill level
4. Get the most out of your own personal presentation style

## Testimonials

*"I was engaged 100% during the Presenting with Confidence workshop. I'm not sure that has ever happened in my whole life."* – **Megan Sinclair, Cengage Learning – May, 2016**



*"I really enjoyed the Presenting with Confidence workshop. It certainly took me out of my comfort zone and took me to a place of confidence."* – **Phoebe White, The Big Issue – May, 2016**

*"Fantastic NRG. The content and flow of the day was great and Steve kept me engaged for the whole day."* – **Kellie Baker, 3P Learning – May, 2015**

*"This workshop was an amazing experience that showed me how to be more confident when presenting."* – **Adriana Rehbeing, Emberin – February, 2015**

*"The day was great. I really appreciated the approach which wasn't about changing but improving on the natural style you're comfortable with."* – **Sam Clark, The Big Issue – May, 2015**

*"Steve was fantastic. Her personalized the whole experience, was engaging and put together a very fun and informative day."* – **Ashleigh Mills, Cengage Learning – May, 2015**

*"Loved it! What a great day."* – **Geoff Roberts, Cengage – February, 2015**

*"The Presenting with Confidence workshop was engaging, appropriate, well-paced and very interactive. Highly recommend."* – **Kelly Beasely, Emberin – February, 2015**

*"Great... This was a perfect balance of 'steak and sizzle'."* – **Jim van Leent, Wardy IT – February, 2015**

*"Steve is a fantastic presenter who is extremely knowledgeable. He helped me with many light bulb moments. The presenting workshop was very engaging, authentic and entertaining."*  
– **Adrienne Smith, Mid Coast Trucks – May, 2014**

