



STEVE HERZBERG - PRESENTING, LEADERSHIP, SALES

Presenting with Confidence



- Date:** 14th August, 2017 (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
- Early bird:** \$890 plus GST if booked by the 30th June

For more information, please go to www.nrgsolutions.com.au and click on public programs

"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 **0403 270 433** or michaela@nrgsolutions.com.au

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

“All relevant and interesting content presented well and in an interactive and fun way.” – Michelle Boyle, Elanora Country Club – May, 2017

“Awesome. I would love to become a returning student.” – Gemma McLean, Cengage – May, 2017

“Very relevant for my role and exactly what I needed for professional development.” – Tom Mathiesen, Milwaukee Tools – May, 2017

“Well tailored, energetic session, relevant to the people in the room. Glad to be part of today and pushed out of my comfort zone.” – Fiona Hammond, Cengage – November, 2016

“Another excellent, well-paced, engaging course – thank you Steve. Will no doubt come in useful in my career and in general life.” – Annabel Smith, Cengage – November, 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

“I was engaged 100%. I’m not sure that has EVER happened in my whole life.” – Megan Sinclair, Cengage – May, 2016

“This day was very upbeat and very clear. Steve definitely knows his content and has great experience.” – William Le Souef, AC – Group – May, 2016

“Steve, I just wanted to shoot you a quick email and thank you for the Presentation Skills Workshop you delivered to Tru-Test last month in Caloundra. After you finished I realised that what I was delivering the following morning was not going to cut it – so that night I started from scratch and worked through till 2am. As my presentation was delivering the introduction of a CRM we are rolling out, I knew I only had one chance to get it right and needed all the strength we could muster in getting buy in from the team. And it was a success.

The feedback I got from the team after my presentation was astounding (and quite humbling as well) and considering the content, that went a long way. I was told that it was engaging, held the room’s attention and that I utilised your prompts to make myself appear bigger (and since I am 5’6” that’s saying something).

In my 16 years in sales and marketing I’ve attended quite a lot of training, development and team building presentations along the way – and I would have to say this was by far my favourite and also the one that gave me immediate and quantifiable takeaways from the day.

So many thanks, and I look forward to working with you again in the future!” – Neil Silvester, Tru-Test – April, 2016

