

# LEADER PRESENCE

Practice creating greater impact through leader presence!

## For Business Professionals

### Who should attend?

- ✓ Business Professionals
- ✓ Senior Sales Professionals
- ✓ Leaders / Managers
- ✓ High-Potential Candidates

### How you will benefit...

- Define and identify characteristics of leader presence
- Discover your authenticity and core values
- Practice methods to connect with any audience with maximum clarity
- See examples of effective presence
- Learn the importance of facial expressions to any message
- Review all aspects of your body language and practice different methods of delivery
- Learn to deliver a message with impact and power using vocal tools
- Practice reading the audience and adjusting your delivery to re-engage them
- Learn how to balance your projection of confidence and approachability
- Deliver a clear, concise, & complete message
- Become aware of yours areas of strength and areas for improvement from your coaching and feedback

### Course Content

#### What is Leader Presence?

- Differentiate leader presence from presence
- Discovering your authenticity and core values

#### PRESENTATION: Presence

- Deliver an introductory message to the audience based on your authentic core values
- Personalized coaching and feedback

#### 3 Communication Channels

- Alignment of the channels and mixed messages
- Vocal and Visual channels

#### Applied Exercise: Quotes

- Deliver a quote to audience with power and impact
- Implement coaching to alter your delivery

#### Your Message

- Reading the room
- Responding with confidence
- Clear, concise, & complete messaging

#### Presentation: Clear, Concise, Complete

- Deliver your message and receive coaching

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## Course Activities



### Group Discussions:

Discuss what makes speakers with leader presence memorable.

Then, review methods used to overcome fear and settle the nerves before speaking to an audience.



### Presentation:

Deliver a message to the group and receive feedback from both peers and a professional coach.



### Quote Exercise:

Deliver a quote and receive immediate coaching. Then, apply a new delivery technique to generate a different effect on your audience.



### Group Exercise:

Deliver your presentation and interpret the audience reaction.

Then discuss methods to keep the audience engaged or to re-engage them.



### Present while Reading the Room:

Present a clear, concise, and complete message while reading the room and responding appropriately.