

Be Present – Have Presence – Present Brilliantly

Effective presenting is about creating transformative moments, moments when you can feel the shift in the room, the pause, the expression, the immediate change in energy. This is when people really connect with you and your message.

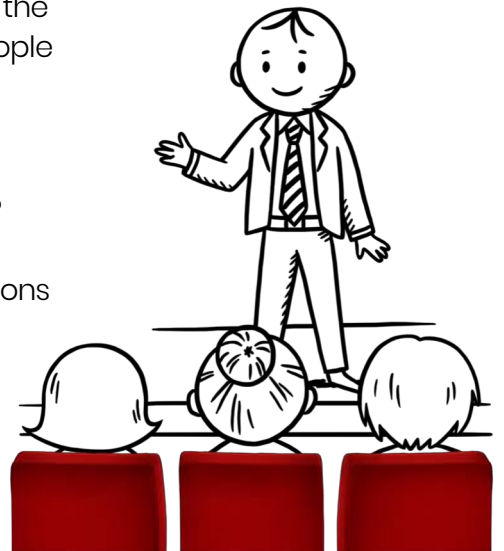
Everything we do or don't do during a presentation consciously and unconsciously effects others, the question is not am I having an effect, the question is am I having the effect I want?

The **PRESENCE** learning experience will change the way you think about and deliver presentations for ever...

You will know exactly how to be present, have presence and present brilliantly

After attending Presence, you will be able to:

1. **Open with impact** – really nail the first 30 seconds of your presentation
2. **Design** a brilliant presentation or pitch in less than 10% of the time it takes you now
3. **Flex your style** to meet the different needs and motivation triggers of your audience
4. **Use stories** and anecdotes to connect with your audience and create huge 'stickiness' so they never forget you or your message
5. **Define, articulate and deliver** your proposition or big idea with impact
6. **Respond to challenges**, difficult questions and objections effortlessly enhancing your presentation, not distracting from it
7. **Make a compelling case** at the end for what you want your audience to do next with a high chance of getting a yes



This transformation learning experience has 3 phases

1. Readiness

Before the workshop you will receive:

- An access token to the online profiling tool where you will learn about your own and the communication preferences of others
- A 45 minute webinar expanding on your profile, helping answer the question 'why am I like this'
- 3 Pieces of preparation which will expand your understanding of the subject and deepen your curiosity about what is to come

2. Immersion

During the workshop you will experience:

- A wholly interactive and dynamic live experience of the content and principles
- 4 opportunities to put everything you are learning into practice in a safe and a supportive environment
- Facilitation and expert guidance from a trainer with the experience of working with 5000+ people
- Personalised feedback to accelerate your own growth and development

3. Integration

After the workshop, you will receive:

- A really cool tool to take away containing all of the content and models
- A unique digital summary of all the content & your personalised feedback
- A 30 minute follow up conversation with an expert coach to support you with processing and applying your learning
- Access to our online community where you can post questions, access a wide range of resources, tools, templates to help you with any future presenting and support with continued learning

Why Zoom?

For the last 20 years, Zoom has worked with some of the world's largest companies and charities, helping individuals and teams, at all levels, grow and develop. Our success with our clients is centered on our ability to always remain curious and creative. With more than 100,000 hours of experience, we contribute significantly to the realisation of our clients' aspirations. We encourage people to think and behave differently.



Our purpose is to change the way the world thinks about learning through answering the question: 'what's possible?' By removing limits and amplifying opportunities, we facilitate true transformation. Through increasing every individual's awareness, confidence and capability, we enable organisations to grow, develop and thrive.

We use Accelerated Learning principles, which make a HUGE difference in the quality and enjoyment of the work. It means that any facilitation we do is both applied and participatory, leading to specific, tangible outcomes.

Working with us is not a passive experience – it is one that engages all of the senses and emotions. We surface the tension between your end result and your current reality, creating the space where human creativity, genius, resilience and collaboration can be best expressed. We facilitate people tapping into their potential. In this state, our awareness, confidence and capability increases exponentially.

This is what we do, this is what we care about – being curious, being creative and making the best contribution we can to each person, team and organisation we work with.

We believe in infinite possibilities. So, our favourite question is: "What's possible?"

Who we've worked with...



Our transformational learning experiences



I N F I N I T E P O S S I B I L I T I E S

zoom
C R E A T E S