

EXECUTIVE PRESENCE & YOU



A TWO-DAY LEADERSHIP SEMINAR

Enhance your professional presence and impact
Strengthen communication and influence skills
Build your poise and polish under pressure

Developing poise and presence is essential for today's business professional. **Executive Presence & You** gives you the knowledge and tools to enhance your presence, your communication skills, and lead with positive impact — especially under pressure.

This two-day seminar provides the foundation for people at all organizational levels to command the respect of clients and co-workers, and remain balanced under pressure. Attendees learn how to impact and influence those in executive positions, while demonstrating a more polished and powerful executive presence.

Open enrollment sessions are scheduled throughout the year for both executives and middle managers. **Executive Presence & You** is also available as a customized in-house training at your location.

OPEN ENROLLMENT SCHEDULE

Executive Sessions

July 11–12, 2012..... Orange County, CA

December 4–5, 2012..... Orange County, CA

Mid-Manager Sessions

September 12–13, 2012 Orange County, CA

Tuition: \$1,195* per person

Includes workbook, materials and seminar meals.

**After June 30, 2012 Tuition: \$1,550*

For information or to register, please call Robin at
888.284.2442 or email
info@mariemoran.com.

IS THIS SEMINAR FOR YOU?

- » Is the ability to communicate with ease and effectiveness in diverse situations an important aspect of your job or business?
- » Do you have individuals moving up to corporate roles requiring greater professional poise, polish and presence?
- » Would a more inspirational and motivational style enhance your ability to impact and influence as a leader?
- » Is understanding the senior executive perspective — and the ability to establish rapport, communicate and persuade at that level—important to success in your career?



Desire extra coaching? Consider our EXECUTIVE PRESENCE PACKAGE

The **Executive Presence Package** accelerates individual development by providing benefits of both group learning and one-on-one coaching.

Executive Presence Packages include:

- » Enrollment in **Executive Presence & You**
- » Four (4) hours of follow-up coaching (one-on-one, in person* or by phone or webcam)
- » Pre- and post- seminar calls with participant's manager/stakeholders to support development (*optional*)

Package Fee: \$2,950**

**Travel expenses may apply*

*** After June 30, 2012 Package Fee: \$3,200*

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SEMINAR FORMAT

- » 2 Days (8:30am to 5:00pm both days)
- » Confidential and relaxed learning environment
- » Small class enrollment

DAY ONE

- » What is Executive Presence and why is it vital?
- » How poise, personal power and style affect your impact and influence with others
- » Enhancing your body language, voice, dress and personal polish for greater credibility and stature with others
- » Tools and techniques to improve verbal communication skills
- » How to connect effectively with other personality styles and orientations

DAY TWO

- » Poise under pressure — How to hold your focus and balance during difficult situations and rapid change
- » Calibrating your audience, the environment and what's appropriate in different business and social situations
- » Conversation starters for work and social situations
- » How to communicate effectively in ad hoc or unexpected "spontaneous presentations"
- » Thinking on your feet — How to respond appropriately when the pressure goes up



PRAISE FROM OUR CLIENTS

"I thoroughly enjoyed the workshop and am very appreciative of Marie's constructive help. A number of the techniques and tools have been immediately helpful back on the job. And now I'm formulating my action plan for additional development to share with my stakeholders. Thank you!"

— Senior Brand Manager,
Campbell Soup Company

"Marie is absolutely amazing. I learned so many valuable tools from her that I will apply to my personal areas of growth. It was a valuable and powerful (life-changing) experience that I'll never forget."

— Trisha Tomokiyo
DFS Group Limited

"The feedback has been outstanding on the two Executive Presence & You seminars you presented for us in-house. Some attendees report it is the best course they've attended."

— VP, Enterprise Program Management,
Major USA Bank

ABOUT US

Marie Moran & Company is a Southern California based consulting company providing customized training and coaching services to both entrepreneurial and Fortune 500 companies in all industries. Our vision is to bring excellence, ease, accountability and effectiveness into today's workplace through cutting edge workshops and consulting services.

Marie Moran
& COMPANY