

THE POWER OF YOUR PRESENCE WORKSHOP



Enhance your executive presence
Polish your communication skills and leadership style
Increase your ability to impact and persuade others

At the **Power of Your Presence** workshop, you'll learn key principles and practical techniques that rapidly enhance your executive presence and leadership effectiveness. Our small group format focuses on immediately improving your communication skills and taking your personal power and presence to the next level.

WORKSHOP OBJECTIVES:

- » Enhance your professional presence, personal impact and influence
- » Strengthen your ability to connect and establish rapport
- » Develop a more charismatic leadership style
- » Learn new approaches for being persuasive with your views and ideas
- » Identify your individual strengths, and how to leverage them for continued growth

PRAISE FROM OUR GRADUATES:

"As a result of the **Power of Your Presence** workshop and 1-on-1 coaching, I have literally gone from being viewed as someone who may have untapped potential to being viewed and cultivated as a 'high potential' employee by my boss's entire staff. It's liberating to feel comfortable and confident in voicing my concerns with executives in my organization."
— K. B., Portfolio Manager

International Computer Technology & Hardware Company

"Attending the **Power of Your Presence** workshop changed my life. The tools and techniques are powerful, practical, easy to use and very sustainable. This is not a bookshelf seminar that is easily forgotten — it really makes a difference."

— A. Vasquez, Operations, National Restaurant Chain

PRACTICAL SKILLS COVERED INCLUDE:

- » How to present yourself effectively in diverse business interactions
- » How to manage conflict through a greater understanding of behavioral styles of others
- » How to think on your feet in high pressure situations and respond with poise and clarity



IS POWER OF YOUR PRESENCE FOR YOU?

- » Is the ability to persuade others an important aspect of success in your job or business?
- » Do you have individuals who are moving up in the corporate ranks where greater executive presence is required?
- » Is possessing organizational savvy a key prerequisite for managers being promoted at your firm?
- » Do you have key people who need to develop a more inspirational and motivational leadership presence and style with employees?

POWER OF YOUR PRESENCE WORKSHOP



WORKSHOP FEATURES & FORMAT

- » 3½ Days (Tuesday 8:00 am through Friday Noon)
- » 1-to-6 Facilitator to participant ratio
- » Individual videotaping and feedback
- » 1-on-1 Coaching Sessions
- » Personalized action steps for improvement
- » Confidential yet warm learning environment

DAY ONE:

Identifying Your Leadership Style

- Impact and influence principles at work
- Practical tools for accelerating your leadership development
- Enhancing your dress, voice, and body language
- Clear and concise delivery tips
- Communication principles that enhance your impact

DAY TWO:

Building Your Leadership Presence

- Expanding your ability to stay poised under pressure
- How to read and respond to the Behavioral Styles of others
- Developing a 'conflict-hearty' attitude and skills
- Private feedback sessions with facilitator

DAY THREE:

Presenting Yourself with Impact

- Building an inspirational leadership style
- Thinking and speaking effectively on your feet
- Individual videotaped presentations with facilitator and group feedback
- Private feedback/action planning with facilitator

DAY FOUR:

Leadership Presence at Work

- Conversation skills to use in social settings
- Establishing rapport and connection with senior executives
- Advanced persuasion skills
- Seeing yourself as others perceive you
- Translating new skills and learning back to the workplace

OPEN ENROLLMENT SCHEDULE

February 7–10, 2012 Orange County, CA

March 27–30, 2012 Los Angeles, CA

April 24–27, 2012 Washington, D.C.

June 12–15, 2012 Orange County, CA

September 18–21, 2012 Philadelphia, PA

Tuition: \$2,950 per person, including materials, videotaping and workshop meals. Enrollment is limited to 6 per session. All major credit cards accepted.

Call **888.284.2442** or
Register online at
www.powerofyourpresence.com

Visit us online for up-to-the-minute open-enrollment dates, locations and availability.

Call to schedule an in-house workshop for groups of 4 to 6, or to learn more about customized in-person or over the phone one-on-one coaching packages for the busy executive.



WORKSHOP FACILITATOR

Marie Moran is a nationally recognized expert in executive presence, presentation skills and leadership style. Her career in leadership development and executive coaching began in 1981, making her both a pioneer and expert in the field. She is known nationwide for her signature workshop, *Power of Your Presence*.

Prior to forming Marie Moran & Company in January 2002, Ms. Moran was CEO of Impact Training Associates, Inc. for 21 years. In this capacity, she gained extensive business operations experience managing this multifaceted training and consulting organization, with both domestic and international operations and an extraordinarily diverse client base.

Marie Moran & Company is a Southern California based consulting company providing customized training and consulting 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. We accomplish this through cutting-edge workshops and one-on-one coaching.

Marie Moran
& COMPANY