

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 12:45 pm)
- » 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 physical presence and delivery
- 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

December 1-4, 2020 Orange County, CA

March 23-26, 2021 Orange County, CA

May 4-7, 2021 Boston, MA

Workshop Only: \$3,950 per person

Includes course workbook and workshop meals.

Workshop with Stakeholder Pre/Post Calls: \$4,450 per person

Includes both pre and post-workshop calls with either a manager or key stakeholder.

All major credit cards accepted.

For information or to register

call us at **888.284.2442**

For up-to-the-minute open-enrollment dates, and locations visit us online at

www.mariemoran.com/calendar

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.

ABOUT MARIE MORAN & COMPANY

Marie Moran & Company, LLC (MMCo) 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.

Founder Marie Moran is an internationally recognized expert in executive presence, communications, presentation skills and leadership. To conduct MMCo's signature workshop, **Power of Your Presence**, Ms. Moran has assembled a cadre of highly seasoned consultants, each of whom represents decades of experience in executive coaching and workshop facilitation. **Power of Your Presence** is offered in an open enrollment format at venues across the United States, as well as

in-house for MMCo's diverse international client base, which includes Banking, Manufacturing, Insurance, Real Estate, Pharmaceuticals, Retail, Medical Technology, Restaurant, and Health Care.

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& COMPANY LLC