

Maximum Influence



PURPOSE:

To increase influence in three situations: giving presentations, facilitating meetings, and interpersonally with visible improvement by the end of the session.

WHO SHOULD ATTEND:

Everyone in leadership, management, and sales whose success is dependent on influencing others.

BENEFITS TO PARTICIPANTS:

- Understand the difference between influence and speaking.
- Demonstrate the use of the 3 foundations of influence.
- Understand the three sources of influence and how to leverage each one.
- Learn how to dramatically decrease preparation and presentation time
- Understand how to leverage the stress to maximize influence
- Use a writing methodology proven to engage listeners while clearly and concisely getting points across.
- Learn how to write and deliver stories that engage listeners and drive points home in a way nothing else can.
- Avoid the 7 deadly sins that speakers make that hinder the ability to influence
- Use the personal listening profile to adapt your listening approach for greater influence.
- Participate in an individual coaching session to review taped presentations and identify opportunities to become more influential.
- Learn how to effectively handle Q&A
- Understand how to increase the ROI for every meeting you facilitate.