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# PRESENTATIONS COACHING



# SESSION OVERVIEW

Our one to one coaching sessions allow for private and more targeted presentation skills coaching.

These sessions appeal to those who would rather not attend a longer group event. They also appeal to those who want to fine-tune their skills for a significant presentation or speaking event.

Those who avail of the one to one sessions range from senior executives, conference speakers or those who have recently progressed into a more senior position.

They typically take place at our offices in Dun Laoghaire.

# WHO WOULD BENEFIT

The one to one coaching suits those who prefer to have individual focused attention.

They are suitable for the most inexperienced speaker through to those who are highly experienced or even those who have not presented for a while and want to bring their skills to the next level.

They are especially relevant for those who are progressing up the career ladder, see themselves presenting for higher stakes, more regularly and/or to larger audiences. In each of these instances their skills need to be boosted to a significantly higher level.

# AIM OF THE SESSION

Each attendee of our one to one coaching sessions has different needs.

Whatever the specific needs, at the end of the session/s the attendee will have gained confidence and techniques to allow them to deliver significantly more impactful presentations or pitches.

For some of our clients, they just need some help on their delivery skills. For others they want to know the best way to structure a message so that the audience "gets" their message and they, as presenters, achieve the outcomes they set out to achieve.

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THE PRESENTATION YOU HELPED ME WITH HAS BEEN REALLY SUCCESSFUL FOR US AND HAS REALLY HELPED CUSTOMERS AND PROSPECTS (AND EVEN OURSELVES, IF I'M HONEST!) UNDERSTAND WHO WE ARE AND WHAT OUR VISION IS FOR DELIVERING VALUE TO THEM.

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# SAMPLE SESSION OBJECTIVES

Objectives for the session could include:

- ✓ Identify and enhance own natural style
- ✓ Increase confidence and control nerves
- ✓ Learn techniques to deal with “going blank”
- ✓ Become familiar with the SSS of presenting
- ✓ Plan effective presentations
- ✓ Build rapport
- ✓ Grab and hold attention
- ✓ Improve vocal & visual impact
- ✓ Engage audience
- ✓ Use different forms of evidence
- ✓ Present persuasively
- ✓ Prepare and deliver an elevator pitch
- ✓ Use visual aids & props effectively
- ✓ Facilitate and control a Q+A session
- ✓ Use simple structures to answer questions
- ✓ Think on your feet
- ✓ Deal with difficult questions
- ✓ Use story-telling to add impact and interest.

## OUR 3-STEP APPROACH

**Before** the coaching, we send the attendee our pre-session questionnaire. This helps them to self-evaluate, highlight their **specific requirements** from the session, which in turn then enables the facilitator to help them to achieve their objectives.

**During** the session/s, the attendee will be on their feet, more than once to video and receive supportive yet frank feedback with very **specific** suggestions on how to improve. At the end of each session, we help them identify opportunities to implement the learnings to cement the progression in their presenting capabilities. The session/s will comprise of a combination of theory and practical work all targeted to the client’s particular needs. Copies of all videos will be supplied to the attendee electronically after the session/s.

**After** the session, we give the attendee **lifetime access** to a client only area on our website where we have helpful videos, books, talks, blogs and in-depth downloadable programme notes.

# COST

All our sessions are totally focused on **your specific needs**, whether that is content, delivery, slides or a combination of all three.

**Sessions are carried out in our offices and include:**

- ✓ Supply and evaluation of pre-session questionnaire
- ✓ Discussion to establish specific outcomes
- ✓ Supply of training videos electronically
- ✓ Private access to our client-only resources

Please **contact us** for cost.

**Note:** We offer a 100% refund if you are not entirely satisfied with our services

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I WAS RECENTLY COACHED IN ADVANCE OF A PRESENTATION I HAD TO GIVE AS PART OF AN INTERVIEW PROCESS FOR A VERY SENIOR ROLE. ON YOUR FEET'S COACHING MADE A HUGE DIFFERENCE TO BOTH MY CONFIDENCE AND APPROACH. OVER A FEW HOURS I WAS TRANSFORMED FROM A DULL PRESENTER INTO A WINNING PRESENTER WITHOUT CHANGING ANY OF THE PRESENTATION CONTENT. I SUCCEEDED IN GETTING THE JOB ENTIRELY BUILT ON THE IMPACT OF PRESENTATION I GAVE.

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# FACILITATORS



Majella Byrne

We are a small team of facilitators, but with a wide diverse of business experience both in Ireland and overseas. In addition to this we all hold internationally recognised training qualifications.



Aideen Lowe

As a team we hold additional and varied qualifications. These vary from IT, to coaching, through to Masters degrees..



Barbara Moynihan

We believe that the combination of our **practical business** experience and the academic **qualifications** enable us to understand our clients and help them meet their business goals.

**ON YOUR FEET**

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