



## Stellar Meeting Presentation Performance <sup>SM</sup>



### Outcome

**Presenters who can command attention from an audience and elicit agreement to their position.**

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*“This workshop offered so much more than I expected. It’s not how you hold your hands, or how you stand. It’s how you communicate. I’ve seen a change in every single person going through this. I highly recommend this workshop.”*

Tricia Loftis, Bohan

**Visit our Website exclusive to Stellar Meeting Presentation Performance <sup>SM</sup>:**

<http://www.louwsmeetingpresentationstraining.com>



### Key Benefits

- △ Improving competency in communicating with vs. pitching to audiences.
- △ Increasing overall “Stage Presence” and “Charisma” while decreasing “Stage Fright”.
- △ Adding flair and life to a presentation, with a delivery style that’s personal while still appropriate to the group.
- △ Development and use of tasteful theatrics and drama in making the presentation exciting and stimulating to the audience. (getting and holding audience attention).
- △ Improving persuasive and empathetic skills.
- △ Commanding (working) an audience.
- △ Thinking quickly on one’s feet – improvisation.
- △ Moderating and facilitation meetings where reaching agreement is the end goal.
- △ Presenting remotely through telephonic or electronic mediums.

- △ Using the art of analyzing an audience to help in organizing a persuasive or informative presentation.
- △ Skillfully addressing difficult situations, handling difficult questions and sensitively addressing politically charged issues.
- △ Techniques to effectively handle the rabble rouser.
- △ Presenting in both formal “Stand Up” presentations and informal “Sit Down” presentations.
- △ Using a “Blueprint” format to help quickly and easily organize (structure) a presentation. [based on the legal system's approach]
- △ Formats for structuring presentations where the principle purpose is to persuade or convince an audience to a point of view or recommendation.
- △ Improving ability to restructure a presentation “on the spot” and “on one’s feet.”
- △ Persuasive techniques for selling creative concepts and ideas.
- △ Developing impactful audio/visual support materials for different types of presentation arenas that help the presenter to be more provocative and persuasive.
- △ Utilizing a range of presentation aids outside traditional Power Point® and board aids that bring excitement, interest and persuasiveness to the presentation.

### Training Area of Focus

The ratio of theory to practice is 25% Theory – 75% Practice

Louws training follows a highly unique sequence that results in “applied learning”. This is the sequence:

1. Currently practiced theory (what’s good and what’s not)
2. All New Technology and Skills taught are,
  - a. Defined,
  - b. Their benefit and applicative value are reviewed,
  - c. Their relevant applications are reviewed.
3. Examples of the skills and technology’s use is shown.
4. Student are then involved in applying the technology and developing “on-the-job” skills.

After each module of theory is reviewed, all students participate in role playing, first presenting a non-work related subject followed by a re-enactment rehearsal of a presentation already given or a presentation the student plans to give. (some of which are videotaped). Students are critiqued, coached and drilled.

Subjects addressed include:

1. Group Persuasive Communication/Meeting skills – achieving group agreement.
2. Remote and in person presentation skills – selling from afar.
3. Meeting/Moderation/Facilitation – managing groups.
4. Organizational Skills – Organizing an indisputable case.
5. Presentation Aid development and delivery – Creatively staying on point.
6. Addressing questions, hostile audiences and interruptions – managing minefields.

### For whom is this training ideal?

Any level of experience, since Louws customizes its workshops to fit the student's abilities and corporate requirements.

### Schedule:

Two to three day workshop

9:00 a.m. - Start

10:30 a.m. – 10:45 a.m. - Break

12:00 p.m. – 1:00 p.m. - Lunch

3:30 p.m. – 3:45 p.m. - Break

5:30 p.m. - Conclude

### Number of students per workshop:

2 day - 6

3 day - 8