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SPEAK TO BE HEARD: INFLUENCING OTHERS TO TAKE ACTION
with Stacey Hanke
$395 (US) per person

VIRTUAL SESSION (3-HOUR)

SPEAK TO BE HEARD: INFLUENCING OTHERS TO TAKE ACTION

You may not be as influential as you think you are! Most of us believe if we know our topic or if we feel good we must be good. One of the biggest mistakes we make is assuming how we feel determines how others perceive us. This session will give you the opportunity to take a closer look at whats really going.Todays fast-paced business environment requires leaders who can create impact and influence others with sound communication practices. But in todays world of emails and text messages, its easy to overlook the importance of face-to-face communication and the focus, discipline and hard work required to be influential. Whether youre influencing one of your employees, delivering a presentation or facilitating a meeting how you deliver determines whether or not others see you as credible, knowledgeable and trustworthy. Without doing this effectively, you inhibit your maximum potential to: influence, increase profits and build a reputation youre proud of.Stacey Hanke will help you eliminate the static that plagues communicative delivery - to persuade, sell your ideas, motivate and influence others to act on what you have to say.

STACEY HANKE

Stacey Hanke is author of two books; Influence Redefined... the Leader You Were Meant to Be, Monday to Monday and Yes You Can! Everything You Need to Know From A to Z to Influence Others To Take Action. Her books provide practical and immediate skills and techniques that have given thousands the ability to enhance their influence Monday to Monday. Stacey has presented to thousands of leaders, helping them to persuade, sell, influence and communicate face-to-face with a clear message. Through her work Stacey gives executives what has been described as the "greatest gift of all" - to see themselves as others see them.

TOPICS COVERED

REPUTATION MANAGEMENT

SEE YOURSELF AS OTHERS SEE YOU IN A VIRTUAL ENVIRONMENT. ARE YOU AS GOOD OR BAD AS YOU THINK YOU ARE WHEN YOU COMMUNICATE WITH INFLUENCE

COMMUNICATE WITH BREVITY & CLARITY THAT KEEPS YOUR LISTENER ENGAGED

BUILD TRUST THROUGH YOUR MESSAGE AND BODY LANGUAGE

HOW TO BUILD A CONSISTENT BRAND: PROJECT CONFIDENCE, CREDIBILITY & IMPACT

IDENTIFY HOW YOUR DELIVERY IMPACTS YOUR MESSAGE & LISTENER'S EXPERIENCE

BEST PRACTICES FOR COMMUNICATING VIRTUALLY

ACTION STEPS FOR CONTINUOUS IMPROVEMENT

FOR REGISTRATION PLEASE CONTACT: **Charles Good** - IMS Regional Director - Boston
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