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COMMUNICATING WITH INFLUENCE AND IMPACT
with Stacey Hanke
$395 (US) per person

VIRTUAL SESSION (3-HOUR)

COMMUNICATING WITH INFLUENCE AND IMPACT

In today's virtual, in-person and hybrid world communicating with influence is harder and more critical than it's ever been. How you communicate determines whether others see you as credible, knowledgeable and trustworthy. Without doing this effectively, you inhibit your maximum potential to influence, increase profits and cultivate long-term relationships.

Most of us are unaware of how our listeners perceive us. We're constantly given feedback like "good job", and we never REALLY take a close look to see ourselves through the eyes and ears of our listeners. Stacey increases your awareness of how much influence you really have rather than what you believe to be true.

In this highly interactive session, Stacey helps you eliminate the static that plagues communicative delivery to deliver a clear message that persuades, sells your ideas, influences, and makes you more effective through all mediums.

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

COMMUNICATING WITH IMPACT AND INFLUENCE

INFLUENCE REDEFINED - YOU MAY BE SURPRISED TO LEARN ABOUT WHAT INFLUENCE IS AN WHAT IT'S NOT. APPLY THE INFLUENCE MODEL DURING YOUR DAY-TO-DAY CONVERSATIONS TO ENHANCE YOUR VERBAL AND NON-VERBAL COMMUNICATION.

REPUTATION MANAGEMENT

SEE AND HEAR YOURSELF AS OTHERS SEE AND HEAR YOU. ARE YOU AS GOOD-OR BAD AS YOU THINK YOU ARE WHEN YOU COMMUNICATE WITH INFLUENCE MONDAY TO MONDAY?

PROJECT CONFIDENCE AND CREDIBILITY

WHAT ARE THE BEHAVIORAL SKILLS THAT ENHANCE OR DIMINISH YOUR CONFIDENCE AND CREDIBILITY AND HOW CAN YOU PRACTICE THESE SKILLS DURING EVERY INTERACTION? IDENTIFY WAYS TO BUILD TRUST TO BE HEARD AND UNDERSTOOD WHICH IS THE KEY TO CONSISTENTLY INFLUENCING ACTION.

COMMUNICATE WITH BREVITY AND GET TO THE POINT

PRACTICING THE BEHAVIORAL SKILL THAT ALLOWS YOU TO THINK ON YOUR FEET AND ADAPT ON-THE-FLY TO MEET YOUR LISTENER'S EXPECTATIONS.

VIDEO RECORDED EXERCISES

VIDEO RECORDED EXERCISES INCORPORATED THROUGHOUT THE VIRTUAL SESSION WILL PROVIDE YOU THE OPPORTUNITY TO PRACTICE AND APPLY THE SKILLS THAT ARE TAUGHT. YOU'LL RECORD YOURSELF ON YOUR PHONE DURING BREAKOUT SESSIONS. IMMEDIATELY FOLLOWING THE REVIEW OF YOUR VIDEO PLAYBACK, YOU'LL BE ASKED TO PROVIDE FEEDBACK ON WHAT YOU OBSERVED.

ACCOUNTABILITY

YOU'LL BE GIVEN ACTION STEPS THROUGHOUT THE SESSION TO APPLY THE SKILLS AND TECHNIQUES TAUGHT DURING YOUR DAY-TO-DAY INTERACTIONS AND ASKED TO COMPLETE AN ACTION PLAN IDENTIFYING HOW YOU WILL HOLD THEMSELVES ACCOUNTABLE AND CONTINUE RECEIVE CONSTRUCTIVE FEEDBACK.

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