



Virtual Presentations Training for Thought Leaders

The ability to deliver key messages with executive presence in person and online is an essential skill. Yet many sales, analyst and other business communications, including presentations, fail to convey those messages clearly and concisely. In virtual presentations, thought leaders seldom recognize the additional challenges that come with that increasingly crucial mode of successful messaging. The result: they fail to achieve their desired goals: getting people to listen to, hear, understand, and act on what was said.

This virtual presentation training for thought leaders includes four two-hour private sessions. These sessions include interactive virtual experiences that will help the participant to identify his or her strengths and weaknesses as a communicator, and to assist in building on strengths, while reducing or eliminating weaknesses. Weaknesses can be enhanced in a virtual environment so the practical aspect of practicing in the environment where these meetings and presentations will take place is vital.

Benefits of Attendance

Virtual Presentations Training for Thought Leaders focuses on what for many people is one of their most challenging tasks – speaking in front of groups to deliver important messages, to sell an idea or initiative, and to instill confidence. In this training, we cover the key ingredients for being confident and influential and we include key skill development that provides the tools that give thought leaders the ability to use virtual platforms confidently and effectively.

In these sessions, the participant will learn:

- How to deliver any message with more control and confidence
- How to communicate a credible message to colleagues or subordinates that connects to the needs and interests of the group
- How to prepare any important message that keeps the focus on the story to communicate and not on copy-heavy PowerPoint slides or elaborate graphs
- How to practice an important presentation in advance so that nervousness is controlled
- How to plan and run a focused and productive virtual meeting with colleagues or clients
- How to take ownership of the material and influence the group with a strong action-oriented message
- How to manage the question and answer segment of any important presentation or meeting to keep the flow moving, while remaining in control of the message
- How to comfortably answer questions based on the messages delivered

Who Should Participate

This training is designed for those who may have technical backgrounds yet are asked to run meetings or deliver presentations to clients or at conferences. Their default mode is to read facts from a PowerPoint slide, often in a monotone. Their expertise doesn't shine because of their delivery and lack of confidence.

Practical Learning

The training provided by The Terri Ammerman Group is experiential. We use simulated environments, including role-players for the question and answer portion of a presentation or to simulate interactions in meetings. Participants will begin this process by bringing a semi-prepared presentation, including visuals such as PowerPoint if appropriate. Some features of this training are:

- Numerous opportunities to practice an actual presentation that will be delivered in the future
- Specific preparation support for upcoming meetings and presentations
- Extensive feedback on message development and delivery and on performance, including specific improvement suggestions
- Practice fielding questions
- Practical ideas on how to craft effective messages so that the participant takes ownership of the material, has an executive presence and communicates influential messages with passion and authority
- Role-playing opportunities to practice other tough communication issues that may apply in many situations and venues
- On-going personal support, as needed, between sessions through emails and telephone calls

Virtual Learning

The Terri Ammerman Group offers flexible coaching to meet the needs and desires of our clients. Increasingly that includes acquiring knowledge and skills to communicate in online situations. Features of virtual coaching include:

- Learning how to use online platforms to your advantage
- Techniques to enhance your visual image, including body language, lighting, and backgrounds
- Learning to use microphones, virtual backgrounds, or other tools to enhance an online image

Program Cost

\$1975 for four two-hour private sessions. We welcome the opportunity to discuss flexibility with the length of the sessions to better meet your needs or those of your colleagues.

READY TO GET STARTED?

To sign up for this offer, email terri@ammermantraining.com.
Our team will send you an invoice and reach out to set up a phone call.
On that call we will talk about the best way to customize this training for you!