



# 'Hold the floor': delivering inspiring messages

Good speakers have a strong message and inspire people to take action. But what's the best way to present your ideas? And how do you create a powerful and captivating relationship with your audience?

This unique, in-depth course uses professionals from the world of performance to coach you in developing an engaging presence when you speak to groups. You'll be able to communicate your messages clearly, briefly and memorably.

## What methods do we use?

Our team includes a facilitator plus specialists from the world of physical performance. We bring skills and tools from theatre, voice coaching, martial arts, sports psychology and dance to give each attendee precise feedback on their presence and communication.

All performers use voice and body language to convince and impress their audience and to make their message stick. So, we use a simple model focussing on the 3Vs of face-to-face communication: the verbal, vocal and visual impact you make when you communicate. All of this is underpinned by state: the feelings and thoughts driving our behaviour.

This powerful learning experience involves practical exercises, reflection and feedback. Our feedback model follows the 'you, them and

us' pattern: giving the participant, their fellow attendees and our team the chance to input and learn during each exercise.

On the next page is a sample programme if you'd like to see more detail.

## Who's it for?

'Hold the floor': delivering inspiring messages' is for anyone who presents information to groups of people - whether that's externally at a conference or a sales pitch... or internally at meetings and briefings.

We recommend a maximum of eight participants per workshop.

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*I thoroughly enjoyed the two days - the best course I have ever been on! I feel like I have come away feeling changed in the way I present, but also I have lots of ideas about how I can improve more in the future. Both you and the rest of your team have taught me some real life skills and I feel very grateful for your well-prepared workshop.*

Alexandra Walker

**Regional L&D Manager, Welcome Break**

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## An example programme - Day 1

### Introduction

Welcome & getting into the spirit

A simple, light-hearted game to relax, energise and introduce a physical way of working.

### Session 1

What makes a great speaker?

**Setting our sights on where we want to be**

An exploration of what we instinctively know about memorable presentations, and who we can take inspiration from.

### Session 2

Stand up and speak

**3-minute pre-prepared presentations on a non-work topic of their choice**

Personal, detailed feedback on strengths and areas to develop from our team of experts. We'll focus on body-language, voice, energy, posture and congruence.

### Session 3

Finding your voice

**An introduction to a wide range of exercises used by professionals**

A variety of physical and vocal tools to increase clarity and projection, guided by our voice specialist.

### Session 4

Getting 'in your body'

**Becoming centred, relaxed and standing your ground**

Using simple techniques from the Chinese martial art 'Qigong', we explore how breath, posture, stillness and energy help convey your message.

### Session 5

Developing stage presence

**Learning how great actors move their audience**

We delve into the world of theatre to understand how to use space, intention and timing to create impact.

### Session 6

Carrying emotion in voice

**Creating depth of meaning in your words**

Using words from a speech, plus material from attendees' own presentations, our coaches help participants to develop variety and authenticity in their voice.

### Closing

Presenting your findings

**Bringing together key learning**

A review of the journey so far: the learning. How to apply it, what's still in process.

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## An example programme - Day 2

### Introduction

Getting into the spirit

#### **Physical warm-up- and highlights from Day 1**

A check-in to hear reflections so far; participants warm up by leading an exercise they remember from Day 1.

### Session 1

Preparing the ground

#### **What to think about beforehand**

All the key things to take into consideration when planning a presentation; attendees integrate their learning by presenting their ideas to the group.

### Session 2

Creating connection

#### **It takes two to tango...**

Using principles from partner dance, we discover how to create trust and 'listen' to your audience while speaking to make sure your message is being heard.

### Session 3

Controlling your visuals

#### **Avoiding a powerpoint death**

Having explored ways to strengthen your physical presence, we make sure your supporting visuals are equally vibrant.

### Session 4

Holding their interest

#### **Innovative ways to lift attention**

We get participants out and about to come up with lots of new ideas - and inspire their colleagues by putting them into practice right away.

### Session 5

Confidence, anxiety and state

#### **How to find your confidence quickly**

Attendees are guided in a simple technique from neuro-linguistic programming.

### Session 6

Putting it all together

#### **Applying it to your work presentations**

A chance to apply learning to the work context. Participants re-work their material, then give presentations with further detailed feedback from colleagues and our experts.

### Closing

Action-planning

#### **Taking it into your working life**

Key learning points, highlights, discoveries - and how to take it further.