

Geoffrey...how do you persuade people to say *YES*?

## Presentation & Speaking Skills Workshop

Learn positive of presentation skills through “**Engaging and Persuading people**” to gain more positive business, at a half day Workshop with a top motivational presenter.

As many delegates as you like

**First one at £69.00 subsequent business colleagues at only £44.00  
20% discount for bsbnetworkingclub Members**

Without positive presentational skills you're limited in your ability to get ahead or achieve success for yourself and your business.

Without the ability to “**Engage and Persuade**” others and therefore gain business and influence people you could be selling yourself short.

The workshop is not about “bullying” people into agreement.... it's about gaining co-operation by “**Engaging and Persuading**” people.

This workshop will allow you to “**engage and persuade**” in a purposeful, positive and conscious way, which will ensure you are much more likely to get the outcome you are after. Your success at work will depend on your ability to “**engage and persuade**” all manner of people to say “**yes**” and work with you, whether in sales, public speaking, project management, dealing with customers or management roles.

### Key learning areas...

- Understand the foundations of influence
- Learn how to raise your level of influence
- Identify factors vital for influencing others
- Recognise how influencing others starts with YOU
- Learn about the important universal principle of influence, which contributes to business and personal success
- Identify some typical influencing styles
- Find out what power has got to do with it
- Selecting your style to allow you to influence
- Learning about the people you need to influence

### Influencing strategies that work

Be prepared to be enlightened as

**Geoffrey Prince** F.Inst.S.mm AIMC

takes you on a fast track route to influencing people through “**Engaging and Persuading**” them.  
Make critical changes to get the co-operation you need from others.

## Dates

Wallasey: - Wednesday 24<sup>th</sup> June 09

Liverpool: -Wednesday 29<sup>th</sup> July 09

Chester: - 30<sup>th</sup> September 09

Manchester: - 28<sup>th</sup> October 09

Website: - [www.geoffreyprince.co.uk](http://www.geoffreyprince.co.uk) Geoffrey's Blog [www.geoffrey-bsb.blogspot.com](http://www.geoffrey-bsb.blogspot.com)

Geoffrey Prince, New Brighton, [geoffrey@bsb.uk.com](mailto:geoffrey@bsb.uk.com) Skype: geoffrey.prince, 0845 643 5792