



The

Corporate Speaker

Career Soaring Communication Skills



CORPORATE TRAINING

COMMUNICATION AND PRESENTATION SKILLS



www.thecorporatespeaker.com.au

When you **unlock** your staff's confidence and competence, and **develop** your organisations ability to communicate, you not only see an **increase in profits but staff loyalty, retention, well-being and pride.**

With over 20 years experience running Corporate Speaking, Communication and Leadership training, we guarantee you'll see your staff **SHINE.**

“Verity's Corporate Speaking Workshop is an enormously popular course within our organisation. The last program we ran was booked out within eight minutes, which is a record for our Learning and Development Department.”

Emma Richards
Learning and Organisational
Development Administrator
AIG Melbourne





CORPORATE COMMUNICATION & PRESENTATION SKILLS TRAINING

LOCATION

We provide corporate communication and presentation workshops, intensives and 1:1 coaching at your workplace. If Melbourne based we offer our Executive Speaking and Corporate 1:1 Presentation Coaching clients the option of attending our Kew East office.

TAILORING

We consult with you to ascertain your desires and communication challenges. We gather information on your participants to ensure we understand their baseline skill level and needs and then prioritise appropriate modules that will benefit your staff and deliver outstanding results.

PROGRAMS

We offer 8 programs in 3 categories:



Speaking Workshops (6 x 2.5 hour sessions)



1 - 2 Day Intensives



Individual Presentation Coaching

Single Day training programs are more cost effective for us (the trainer), however, we have found our 6 x 2.5 hour workshops deliver the most outstanding results, far surpassing what you could hope to achieve in a single day program. Growth in our participants is our prime goal, so we continue to offer the 2.5hr session format for all of our training programs.

We can tailor 1 day, 2 day, 2.5hr sessions, and half day (4 hour) formats to suit your company on all programs.

"The results have been fantastic. Walking around our company, you can tell the people who have been on Verity's speaking course"

Mark Skerritt
General Manager, Human Resources
NHP Electrical Engineering Products Pty Ltd



Meeting Presentations



Inductions and Workshops



Proposals and Functions



Keynote Presentations

Corporate Speaking Workshop - 6 X 2.5hr sessions

**Has lack of confidence & skill when presenting impacted your work?
Would you like to impart your knowledge, findings and instructions quickly and clearly in meetings?
Want to feel more comfortable when you present?**

Being heard in the workplace, sharing knowledge, and influencing customers, staff and peers are skills that every employee should have.

Whether small meeting presentations or company wide keynotes, whatever your level of competence, this 6 session workshop will equip you with the skills for speaking success. You will **SHINE**.

In this 6-Session Workshop you'll take away:

- ▶ Formulas for prepared and off the cuff speaking
- ▶ 3 keys to move with ease and poise
- ▶ The 5 steps to have your audience love you
- ▶ Emotional control hacks - for you and your audience
- ▶ The sexiest skill in speaking
- ▶ Gestures to appear intelligent, credible and relaxed



Advanced Speaking & Stagecraft - 6 x 2.5 hour sessions

**Are you a manager or leader in your workplace?
Do you present to large audiences, sell products & services?
Does skilfully influencing a large audience excite you?**

It does us! How well your executive, managers and leaders present directly effects sales, customer relations and staff action and motivation. This Advanced Speaking and Stagecraft 6 session Workshop teaches high end skills for high stakes presenting.

In this 6-Session Workshop you'll learn:

- ▶ How to attract clients/audience to you
- ▶ How to position your audience emotionally
- ▶ Powerful stage anchoring techniques
- ▶ Vocal influencing
- ▶ Gestures, loops, content stripping and techs (mics, lectern, stage)

SPEAK SMART LIVE BIG

Speaking Confidence - 1 Day Corporate Intensive

**Have nerves stopped you presenting at meetings?
Do team members clam up in front of your clients or audience?
Would you love to feel relaxed and comfortable when you
present?**

Confidence has far reaching effects in the workplace. By the end of this 1 Day intensive staff are visibly taller, bigger, more empowered. Feeling confident in yourself reduces mistakes and wasted time due to poor communication, it increases productivity and makes for a happier workplace.



In this 1 Day Intensive you'll discover:

- ▶ Positive self belief and the limiting beliefs holding you back
- ▶ Empowering body language
- ▶ 5 simple speech structure hacks to see you shine
- ▶ How to control your emotions & those of your audience
- ▶ Transforming mistakes into positives

*Your findings will need to be
presented in today's meeting...*

*And with that sentence, on came the nausea, sweaty palms
and nervous stuttering. Not anymore! Thanks to Verity's guidance,
tools and tips, I have learnt how to turn that nervousness into excitement
when asked to present at meetings.*

*Tips like pausing regularly, vocal variety, making effective eye contact, reflecting movements
and even my positioning when at a whiteboard. These tips combined with Verity's support have
helped me overcome my fear of speaking & presenting at meetings.
I now don't dread that sentence!*

**Marina Oplopiadis
Production Planning Analyst, NHP**



Influential Presenter - Engaging & Connecting 1 Day Intensive

**Are you a leader who aspires to inspire?
Do you wish to influence your audience to take action?
Do you wonder how professional speakers quickly connect & relate?**

Influence involves having another person adopt a viewpoint similar to your own. Just as it is possible to encourage an individual to follow your movements and thinking, in this 1 Day intensive we teach you the strategies to influence your audience and effect change on a large scale.

In this 1 Day Intensive you'll take away:

- ▶ The 5 steps to have your audience love you
- ▶ Content stripping and waffle control
- ▶ State change control for powerful connection
- ▶ Storytelling & unconscious language patterns in the corporate world
- ▶ Humour, hooks and edging

“I recently had the pleasure of seeing Verity put her talent and passion to work on the stage at a conference. Verity has an inspiring energy about her, incredible ability to bring a story to life and incorporates humour to her messaging that keeps you engaged the entire time and wanting more. A brilliant and talented speaker with practical and down to earth strategies and tips no matter what your role is at work or in life. I am already looking forward to an opportunity to work with Verity.”

Carolyn Mitchell
Organisational Development~Learning~Human Resources~
Empowering people & business



Influential Communicator - Pivotal Conversations 1 Day Intensive

When a topic gets tough do you yell, withdraw, say something you later regret?

Do your staff feel unsafe discussing important topics with you?

Do you need to persuade and influence clients, peers and staff?

The ability to talk openly about high-stakes, emotional, controversial topics is the sign of a strong relationship, career and organisation... it has far reaching consequences. However, when emotions are high our age-old programming doesn't always lead us to our best behaviour.



In this 1 Day Intensive you'll discover:

- ▶ Your preferred style of communicating and how that impacts clients
- ▶ The 5 steps to powerful rapport with clients/peers/staff
- ▶ Pivotal discussions - the key steps to purpose, safety, listening (through yelling and silence) and inspiring action
- ▶ How to speak persuasively, not abrasively

"The corporate speaking course I took with Verity not only taught me how to engage in effective public speaking, but allowed me to understand how different people interact with one another and why they take the actions that they do. I applied the concepts learned straight away. By learning what my audience wants I was able to improve both my speaking patterns and the written word in order to actively engage my lecturer. I wrote my next MBA assignment using the sensory language my lecturer preferred and went from a Distinction to a High Distinction! Through this course I realized that, how it is said, rather than what is said, has the power to change an individual's perception".

Aparna Sachathamakul
MBA student



Influence And Lead - Master Communicator 2 Day Intensive

**Are you the leader you want to be, do you inspire your staff?
Are you able to have hard, pivotal discussions when stakes are
high ensuring everyone feels safe to contribute to the pool of
knowledge?**

Do you draw the best out of those around you?

In our current saturated market, to stand out from the pack and foster strong lasting relationships, you need to be able to influence and lead. If you are ready to overhaul your skills... this 2 day intensive is for you. You will strip back your behaviour, identify how you operate when under stress, and build an amazing skill set for a dynamic way to behave... and a dynamic way to influence and lead the behaviour of your team.



In this 2 Day Intensive you'll discover:



- ▶ Everything included on the 'Influential Communicator - Pivotal Conversations 1 Day Intensive' - Plus...
- ▶ Your learning style and that of those closest to you
- ▶ State change control for self management and powerful connection
- ▶ The limiting beliefs affecting your relationships & positive replacements
- ▶ Your behaviour patterns when stressed and how to Level

Executive Speaking - One-on-One-Presentation Coaching

Corporate Accelerator - One-on-One-Presentation Coaching

You are your most powerful marketing tool.

Every moment that you speak, negotiate, put forward proposals, chair meetings and present to clients and staff, you are selling your strengths, abilities and ideas, the success of your company.

In private 1:1 coaching we will accentuate your strengths, and stretch and challenge you professionally to be at the top of your field and communicate with power, charisma and elegance.

We will take your skills to exceptional levels, transforming you and your key performers into confident and empowered communicators.

Accelerated learning...Speaking brilliance.

“Verity has been a brilliant speaking coach for me. Her passionate, enthusiastic and professional attitude has brought out the best in me and has taking me to places I only dreamed of.

What I like is that Verity does not aim to produce a clone of herself, rather she concentrates on bringing out my individual strengths, while making recommendations to allow me to present more powerfully and to connect better with my audience. She has allowed me to shine.”

Henk Van den Bergen



Career Soaring
Communication Skills



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“Amaaaaaaaaaaaaaazing! Love Verity as a coach, trainer and presenter. Very engaging and personable. Already using my new skills with success, thanks to Verity. Has absolutely improved my confidence in delivering presentations.”

Karen Taylor Chernishov

Agent. Auctioneer. Self proclaimed blogger and totally addicted to sales.

“Even after just one day with Kevin I felt I could tackle speaking in front of an audience with a greater level of confidence and effectiveness than I could before. The layering of individual skills he explained and demonstrated, greatly assisted me in putting them into practice there and then. It is apparent Kevin is an expert in this area. He is able to communicate this expertise as well as attend to each class member's individual styles to get the best out of them.”

Helen Pizzini

Snr Business Analyst, La Trobe University

“Verity I wanted to let you know that I found your course to be extremely beneficial. It has certainly developed my presentation skills, confidence and will aid me in my professional development. Your approach to training is fantastic; I only wish that we all had longer sessions with you.”

Lindsay Wilson

AIA Australia Limited

“After recently attending one of his presentations, I could not recommend Kevin Kosky enough for training your sales team. Kevin's content was customised and engaging, with lots of relatable metaphors to deliver the content effectively at all levels. Everyone was smiling, laughing and thoroughly enjoying the session, no one wanted it to stop!”

Stephanie Swaab

National Retail Manager at Ginger & Smart

“Before I completed this program, all I wanted to do was get up and get the training over with, I did not consider how the participants would feel or what they would get out of it. I learnt how to engage the participant and make my message entertaining, and I now care that my listeners really learn what I am trying to teach them. I now understand that we all learn in different ways. I'm applying what I learnt so I can engage my participants. I now actually enjoy public speaking (!) because it is important that I achieve something and so do my listeners. I recommend these skills highly to everyone, but you only get out what you put in.

Sharon Neven

Administration Officer to Finance Director

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Enquire today:
shine@thecorporatespeaker.com.au
0499 644 088

