



The Howells Group, Inc.

Bringing Business to Life

Executive Presentation Coaching

At a Glance

- Developing presentation skills to give Executives and employees the confidence to make presentations in group sizes from 1 to 1,000
- Ensuring that what you intend to project is the actual message you're sending
- Connecting the presenter to their "authentic" voice so they can be heard, understood and believed

Who Benefits?

- Executives that make presentations to large or small groups
- Team members looking to enhance their ability to impact decision making
- Any employee who needs assistance and confidence in communicating with others

Summary

The ability to present your message effectively is a learned skill. Although we are born with the ability to talk, we learn over time to speak well and communicate effectively. We learn basic communication skills by observing others and modeling our behaviors accordingly. We also learn to communicate directly through education and by practicing those skills and having them evaluated.

As we work to develop your own effective communication style, we will reference your previously learned behaviors, teach you new skills, and build your confidence to deliver your message effectively.

A powerful leadership presence can be elusive. We'll help you connect your thinking, your feelings, and your verbal messages so that people will be more likely to respond to you with trust and cooperation.

When you have the courage and commitment to refine your own leadership presence, you will be met with enthusiasm and commitment from others.





The Howells Group, Inc.

Bringing Business to Life

Our Approach

As we strive together to refine your leadership presence, we will concentrate on three key elements:

1. Self Awareness

Before you present, you need to have a clear picture of the physical and verbal messages you send. We'll teach you to understand your idiosyncrasies and how to manage them. By developing confidence in the message you're about to deliver, you will find the process more satisfying and less stressful.

2. Tuning In To Those Around You

Every presentation is a conversation. Even though you may be the only one speaking, your audience is communicating back to you. You'll learn to understand their physical and emotional messages and how to refine the delivery of your message to meet the audience's needs.

3. Extending Your Energy To Impact Others in a Dynamic Manner

You must approach your presentation with a dynamic energy in order to ensure that your audience stays with you throughout your entire presentation. This may require changes in volume, pacing, and physical positioning within the space. We'll give you the tools to help you reach your audience effectively.

Client Example



The Intel Women's Forum is a group of Intel Executives that meet regularly to enhance their professional and leadership skills.

The Howells Group, Inc. was brought in to assist this group in developing a powerful leadership presence within the dynamic environment of this global leader in technology. Using exercises based on each individual's beliefs and experiences, The Howells Group, Inc. worked with them individually and collectively to enhance the clarity of the message. By making adjustments to their vocal tone, intensity, and their physical positioning and energy, they were able to deliver a message that was both more clearly heard and believed.