

PRESENT WITH IMPACT

Business today demands that presenters speak clearly to their specific audience and render meaningful impact. These one and two-day presentation workshops teach the necessary presentation skills to convey creative ideas with compelling content—all focused on the goal of influencing your audience and persuading them to a particular point of view.



Content and delivery style are critical skills to master in order to excel at persuasive presentations.

Present with Impact—Advanced Intensive is a two-day workshop for experienced presenters who want more individualized instruction on methods for influencing internal and external audiences and effective delivery style. This two-day session includes 6 hours of group training and individual one-hour coaching consultations with each participant. Participants are videotaped giving two presentations and receive individualized feedback.

Present with Impact—Fundamentals of Presenting, is a one-day group training that teaches basic skills for developing clear messaging, memorable content and effective delivery style. This does not include videotaping or individual coaching sessions. This workshop is for business presenters who do not have extensive presentation experience.

Both workshops concentrate on developing skills in content structure, messaging, use of stories and analogies, and effective delivery style. Participants practice these skills by preparing a 2-minute spoken presentation for the group, followed by feedback from the trainer and fellow participants to identify opportunities to improve their impact. My training colleagues and I have decades of experience, and we excel at targeted feedback that is specific and actionable. As part of instructing participants, we encourage them to identify their pertinent real-life stories and use them to connect with audiences.

The workshop learning objectives are:

- Develop a well-organized and persuasive presentation
- Identify and communicate a memorable key message
- Construct a clear and specific call to action
- Use stories and analogies to strengthen engagement and retention
- Project confidence and authority through delivery style
- Identify personal strengths and areas for improvement

“Susannah and all her associates are extraordinary teachers and know how to bring out the best in people. Their classroom facilitation skills are outstanding.”

—VP, Talent Development, Jackson Family Wines



Susannah Baldwin

Leadership and Communications Coaching

Susannah Baldwin, Ph.D. is a leadership and communications coach based in the San Francisco Bay Area. Susannah and her associates conduct workshops that include *Present with Impact*, *Presenting to Senior Leaders*, *Presentation Skills for Women*, *Storytelling that Sells*, and *Women, Language, and Power*.

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