



WIG

The Whitehall & Industry Group
connecting the sectors



WIG Development Seminar

Enhancing Personal Impact and Presence

Date	This seminar runs regularly please check the website for details
Venue	Central London
Facilitators	David Willis

The most powerful communication tool we have is not e-mail, the mobile phone or the Internet, it is ... ourselves. And yet for a large number of us, standing up in public and using 'ourselves' in this way remains a major anxiety. Jerry Seinfeld, the American comedian, says that at a funeral most people would rather be in the box than giving the eulogy. In a recent survey of 3,000 adults, public speaking emerged as their number one fear – above even death and divorce.

This highly practical and interactive workshop is for managers who want to maximise their presence and impact. It is for people who want to make dynamic presentations, influence others at meetings, or deliver difficult messages. It is not about being flashy and loud or even pretending to be someone you are not. It is about learning a simple way to inspire and motivate others by communicating appropriately - with energy, enthusiasm and clarity.

This session will explore not what we say - but how we say it.

The seminar will focus on:

- How the most successful communicators build relationships and get their message across
- The impact your body language has on other people, and on you
- How your voice works and how to use it to influence others
- How to put over a tough message and not 'get shot' in the process
- How to command the attention of others.

By the end of the seminar delegates will:

- Have gained confidence in using their voice and body language
- Know how to make an impact
- Have learnt how to be a more confident and relaxed communicator
- Know that their voice is "saying" what they want it to
- Be able to use non-verbal communication to handle 'tricky' situations
- Understand the influence of non-verbal communication

Facilitator Profile

David Willis is a partner with Cmt. He is a professional voice coach and body language expert. He works mainly with private organisations helping them develop effective communication, influencing and relationship skills. David has coached actors at both the Royal Shakespeare Company and the Globe Theatre and has taught at many of London's leading drama schools including The Guildhall School of Music and Drama and The Central School of

Speech and Drama. He has worked in Europe, South East Asia and the United States where he was 'Professor of Voice' at Southern Methodist University.

David is an NLP Master Practitioner and NLP Coach. His work focuses on identifying and honing individual potential so that delegates can make the most of their resources.

What others have said about this seminar

"Entertaining, fun, practical, interactive – probably the best days training I have had" – Alastair Jeffrey, Metropolitan Police

"A fascinating and engaging insight into human behaviours and 'tools of the trade' to employ" – Tomas Leahy, Programme Director Olympus, Tyne and Spey, Rolls Royce

"Excellent!" – Duncan Mosely, Strategic Sourcing Director, Prudential UK and Europe

"The course was engaging, the speaker engaged and responsive. It was an excellent learning environment" – Denise Bradshaw, Senior Lawyer, Revenue and Customs Prosecutions Office

"Excellent event. David is an excellent presenter" – Darran Davies, Team Leader, Welsh Assembly Government

"Engaging, slick, thought-provoking and delivered by an expert" – Alison Longman, Director of Regional Operations, Identity & Passport Service

"Excellent course - it provided a useful and functional toolkit for use in the workplace" – Kathy Scott, Business Partner, Department of Health

"Good use of a day with practical examples that are easy to remember and practise" – Ian Johnson, HR Business Partner, BT Global Services UK

Venue and timing	The seminar will be in central London and will run from 09:00 to 16:30
Member Fee	£450 + VAT per delegate. Leadership Programmes Alumni rate: £338 + VAT or £225 + VAT if you bring along a colleague. Non- member fee: £560 + VAT. Voluntary sector rate: £338 + VAT. The rates include refreshments, lunch and a comprehensive workbook.
How do I apply?	If you would like to apply please complete our online application form at www.wig.co.uk ; alternatively you can email developmentseminars@wig.co.uk with all your contact details for the attention of Chantele Johnson.
When can I expect to hear?	We will contact you ASAP to confirm whether you have a place. Joining instructions will be sent out by email within one week of the seminar date. You will also be sent an invoice by post.
How are applications evaluated?	We aim to achieve a good mix of organisations and sectors to enrich the learning experience, offer a range of perspectives and maximise networking. Whilst we will give priority to those who apply early, we cannot operate on a strictly first-come, first-served basis.
Cancellation policy	No refund is payable if you cancel within 21 days of the seminar, although we will accept a replacement delegate if you are unable to attend.