

2nd Annual Developing Influential Presentation and Public Speaking Skills



Faculty Director



Deborah Torres Patel

Multi-award winning speaker and leading authority on public speaking and presentation advisor with over 26 years of global experience

Lectured on public speaking and presentation skills in renowned universities including UCLA (Los Angeles), Los Angeles Unified School District, NUS and NTU

Frequently featured in international media including CNBC, Forbes, Channel News Asia, CNN and Time Magazine with clients including Time Warner, AIA, Dell, Disney, Standard Chartered and many other Fortune 500 companies

Deborah Torres Patel is a **multi-award winning speaker** and leading authority on public speaking and presentation advisor. For the past 26 years, Deborah has dedicated herself to teaching thousands of professional clients in 68 countries to **communicate with confidence, power and authenticity**. Having performed for millions on radio, TV, Broadway and world-class concert stages with legendary celebrities like Sammy Davis Jr., Michael Jackson, Whitney Houston, and Kool & The Gang, Deborah is also the **coach to many of the world's best-selling authors, professional speakers, and senior leaders of Fortune 500 Companies**. She has been frequently featured in **international media** including CNBC, Forbes, Channel News Asia, CNN and Time Magazine with clients including Time Warner, AIA, Dell, Disney, Standard Chartered and many other Fortune 500 companies. She is the author of best selling book *Presentation Power and 88 Essential Secrets for Achieving Greater Success at Work*. She has lectured in leading universities including UCLA (Los Angeles), Los Angeles Unified School District, NUS and NTU. Deborah is also a **founding member** of Asia Professional Speakers Association.

"Thanks to Deborah, I stopped getting knots in my stomach whenever I spoke in Public. Now I'm much more self-assured when I present and I am free to focus on what I do best."

– Dr. Theresa Chew, President & CEO Expressions International

"I was blown away with the mind-blowing content. Deborah coached me and gave me specific recommendations for several aspects of my sales presentation. After just a fortnight of completing the workshop, I generated an ROI of 10,000 % (yes, it is Ten Thousand Percent) on my investment in her program. I can't thank her enough!"

– Nishant Kasibhatla, CSP, Professional Speaker & Guinness Record Holder

Supporting Association:



Developing Influential Presentation and Public Speaking Skills

FACULTY DIRECTOR



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EXECUTIVE SUMMARY

Program:	2 nd Annual Developing Influential Presentation and Public Speaking Skills	Early Bird 1 (Register & pay by 1 April 2013):	US\$2,295
Dates:	27 - 28 May 2013 (2 days)	Early Bird 2 (Register & pay by 29 April 2013):	US\$2,495
Location:	Grand Hyatt Hotel, Shanghai	Regular Tuition Fee:	US\$2,595
		For limited period only:	
		Registration for 2 participants, 10% on 2nd participant.	
		For limited time only by 29 April 2013, registration for 3 participants, the 4th participant will receive a complimentary seat (one discount scheme will apply).	

Program Essence: Your success or failure is directly linked to your ability to communicate. No matter what you want to achieve, you must convince people of your value. How you do that is through your voice and communication. *Developing Influential Presentation and Public Speaking Skills* is designed for executives who want to have a **breakthrough in your presentation or public speaking skills**. You will learn **time-tested formulas** and **step-by-step communication systems** that work in any business or sales situation. You will also learn to strengthen your voice and to **speak with credibility, confidence and impact**.

The program has one simple outcome: For you to create and deliver a powerful presentation with energy and confidence that works in any meeting or public speaking situation. In this executive program, you will practice **proven** presentation systems to communicate with **authenticity, polish, confidence and charisma** for the rest of your life.

Deborah Torres Patel will lead this 2-day intensive and hands-on executive program. Having performed for millions on radio, TV and Broadway, Deborah has worked on world-class concert stages with legendary celebrities like Sammy Davis Jr., Michael Jackson, Whitney Houston, and Kool & The Gang.

Today, she is voice teacher and presentation coach to many of the world’s best-selling authors, professional speakers, and senior leaders of Fortune 500 Companies. Deborah has taught hundreds of thousands of people in 68 countries to speak and communicate with confidence, power and authenticity.

She is regularly featured in major international media and is a co-contributing author to the bestselling book 88 Essential Secrets for Achieving Greater Success at Work published by Marshall Cavendish Business.

Agenda and Program Outline

PROGRAM INTRODUCTION

How do you develop influential presentation and public speaking skills? Your success depends upon your ability to lead and influence the actions of others. Developing Influential Presentation and Public Speaking Skills will show you how to **optimize your leadership communication** in order to lead and manage people with impact, as well as how to use your voice to **inspire, influence and motivate** others to deliver peak performance. You will learn how to speak effortlessly and lead from the heart.

This executive program's accelerated-learning approach teaches you time tested templates, formulas and systems to guarantee that you will have the ability to step up, speak up and stand out as a leader. In this **highly engaging and interactive** workshop, you will learn and practice proven presentation systems to communicate with authenticity, polish, confidence and charisma.

Your communication skills will make or break your career. In this program, you will be challenged to step out of your comfort zone which is where your full self expression and power as an extraordinary communicator lives. The skills you learn in this program will be with you forever and you will be able to use them daily in both your personal and professional life.

During the program, you will work on a business presentation that you will actually deliver to an internal or external audience. The program is designed to accelerate learning so that as much time as possible is invested **DOING** actual presentations and **BEING** a powerful presenter so you can receive an immediate return on investment from the moment you complete the training.

Throughout the program, you will receive **empowering feedback and insights** from Deborah Patel and fellow participants, and leave with priceless communication systems that will support you in achieving success in any area of your life.

You will refine your leadership presence, presentation, and public speaking skills and dramatically **increase your confidence and effectiveness** by leveraging the power of being an extraordinary communicator in any presentation environment and in front of any size audience.

If you want to catapult your career, become more visible, look and sound like an expert, and lead, teach or inspire others, you must attend this program.

KEY TAKEAWAYS

In this intensive two-day executive program, you will learn & practice time-tested presentation and public speaking step-by-step systems that include how to:

1. Establish an immediate connection with anyone
2. Five critical components to cover in the opening minutes of your meeting or presentation
3. Present your credibility and influence people in a short conversation
4. Use down-to-earth language that compels people to listen and that speaks to what matters most to your clients and how they will benefit
5. Communicate verbally and non-verbally with influence and impact
6. Generate and sustain engaging meeting participation at any time
7. Share information in a way that people can remember it
 - a. Effectively structure your data & position your case studies
 - b. What to prepare to face a skeptical audience
 - c. Handle challenging questions
8. Achieve buy-in without selling
9. Deliver the end of your presentation or call to action clearly to make it easy for people to take the next steps with you
10. How to effectively apply what you learn together to any length presentation or any size meeting or public speaking setting

By the end of the 2-day program, you will have delivered your own confident, powerful presentation with impact that will generate consistent results. You will leave the training fully-prepared and confident for your next presentation or public speaking opportunity.

PARTICIPANT MIX

This executive program is designed for anyone who wants to have a breakthrough in your presentation or public speaking skills. Includes but is not limited to:

- Executives who have growing responsibilities in their organization and are seeking to enhance their communication skills as a catalyst to drive change.
- High potential leaders who want to advance their careers to the next level and to learn how to leverage the enormous power of speaking platforms.
- Leaders who already are, or want to be, highly visible as messengers or spokespeople for a business, organization or a cause

TWO DAY AGENDA

DAY 1 - MORNING

Making a Fantastic First Impression in your Quick Introduction

- Five critical components to cover in the opening minutes of your meeting or presentation
- How to present your credibility and influence people in a short conversation
- Use down-to-earth language that compels people to listen and that speaks to what matters most to your clients and how they will benefit
- Communicate verbally and non-verbally with influence and impact
- Putting it all together with 'on your feet practice'

AFTERNOON

Timeless Presentation Template

- Generate and sustain engaging meeting participation at any time
- Presenting and Speaking so people can remember, absorb and be motivated to take action
 - Effectively structure your data & position your case studies
 - **What to prepare to face a skeptical audience**
 - Handle challenging questions
- How to achieve buy-in without selling
- Deliver the end of your presentation clearly to make it easy for people to take the next steps with you
- Putting it all together with 'on your feet practice'

DAY 2 - MORNING

Powerful Voice & Communication

- Leadership Presence, Stature & Stance
- 3 Keys to a Powerful Voice
- Speaking Global English
- 3 V's of Congruency
- Integrating Gestures and Body Language to get your message across
- Establish an immediate connection with anyone
- Speaking from the Heart
- Putting it all together with 'on your feet practice'

AFTERNOON

Final Presentations & Feedbacks

- Quick warm ups for Speaking & Presentation
- Overcoming Fear of Public Speaking & Presentation Anxiety
- Simple presentation structure for being called upon to speak spontaneously
- Final presentations, feedback and coaching
- How to effectively apply what you learned together to any length presentation or any size meeting or public speaking setting
- How to consistently deliver extraordinary results
- Conclusion - the way forward
- Awarding certificates

27 - 28 May 2013 | Grand Hyatt Hotel, Shanghai

REGISTRATION PAGE

Booking Contact (Approving Manager) Mr/Mrs/Ms: _____
Job Title: _____ Department: _____
Telephone: _____ Fax: _____
Email: _____
Organisation: _____
Address: _____
Postal Code: _____

I would like to receive more information on hotel accommodation using Clariden Global corporate rate.

Please register the following participant(s) for this Program:

1st Participant Name (Mr/Mrs/Ms): _____
Job Title: _____ Department: _____
Telephone: _____ Fax: _____
Email: _____ Date of Birth: _____

2nd Participant Name (Mr/Mrs/Ms): _____
Job Title: _____ Department: _____
Telephone: _____ Fax: _____
Email: _____ Date of Birth: _____

3rd Participant Name (Mr/Mrs/Ms): _____
Job Title: _____ Department: _____
Telephone: _____ Fax: _____
Email: _____ Date of Birth: _____

4th Participant Name (Mr/Mrs/Ms): _____
Job Title: _____ Department: _____
Telephone: _____ Fax: _____
Email: _____ Date of Birth: _____

PROGRAM FEES

1ST EARLY BIRD FEE: US\$2,295
(Registration and payment must be received by 1 April 2013)

2ND EARLY BIRD FEE: US\$2,495
(Registration and payment must be received by 29 April 2013)

REGULAR FEE: US\$2,595

GROUP DISCOUNT: For 2 registrations from the same company and billing source, the 2nd participant enjoys a 10% discount.

For registrations of 3 from the same company and billing source, the 4th participant receives a complimentary seat. One discount scheme applies per company.

Note: GST is applicable only to participants from Singapore registered companies.

Important Notice: Payments are required with registration and must be received prior to the Course to guarantee your place.

PAYMENT METHODS

BY CHEQUE / BANK DRAFT:

Made payable to Clariden Global Pte Ltd and mail to: 3 International Business Park, #04-31, Nordic European Centre, Singapore 609927.

BY TELEGRAPHIC TRANSFER TO:

Bank Name: **DBS BANK**
Bank Branch Code: **027**
Bank Address: **6 Shenton Way, DBS Building, Singapore 068809**
Bank Account No: **027-903583-8**
Bank Account name: **Clariden Global Pte Ltd**
Bank SWIFT Code: **DBSSSGSG**

Please note that all bank charges are to be borne by participants. Please ensure Clariden Global receives the full invoiced amount.

Note: Please include invoice number on all payment types and your company's name in your payment instructions for our reference.

CREDIT CARD:

To make payment by credit card, please call our client services hotline at +65 6899 5030.

4 WAYS TO REGISTER



Email: admissions@claridenglobal.com



Fax: +65 6567 4328



Call: +65 6899 5030



Website: www.claridenglobal.com

DATE AND LOCATION

This executive program will be held at:

Grand Hyatt Shanghai

27 - 28 May 2013

Jin Mao Tower, 88 Century Avenue, Pudong, Shanghai,

People's Republic of China 200121

Tel : +86 21 5049 1234

Fax : +86 21 5049 1111

Website : <http://shanghai.grand.hyatt.com/>

The fee for this two-day executive program includes all written materials, lunch and refreshments.

HOW TO REGISTER AND PAY

An invoice and registration confirmation will be sent within 7 days, please contact us if you have not heard from us within 7 days. Payment can be made by credit card, by bank transfer or by cheque made payable to "Clariden Global Pte Ltd. ALL PAYMENTS MUST BE RECEIVED IN ADVANCE OF THE EVENT.

ACCOMMODATION

Accommodation is not included in the program fee but you will be entitled to use our corporate rate for your accommodation. Information will be sent along with your registration confirmation.

SPONSORSHIP

INTERESTED IN PROMOTING YOUR ORGANIZATION TO OUR PARTICIPANTS

For more information on sponsorship, tabletop displays & insert opportunities, please contact us at 6899 5030.

CANCELLATIONS AND SUBSTITUTIONS

Once we have received your booking, the place(s) are confirmed. No refunds will be made for any cancellations, however, program credits of equivalent value only applicable for Clariden Global events will be provided. Credits can only be redeemed for 1 program and is valid for only one (1) year from date of issue.

Substitution with a qualified candidate is allowed by providing at least 5 working days of advance notice to Clariden Global. One time substitution is allowed with no charges. Subsequent substitutions will be charged 10% admin fee.

ALL CANCELLATIONS MUST BE RECEIVED IN WRITTEN FORM

PLEASE NOTE: Clariden Global Pte Ltd reserves the right to change the content and timing of the programme, the speakers and the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, Clariden Global Pte Ltd will refund the full amount and disclaim any further liability.

ENQUIRIES: If you have any queries about registration or payment please do not hesitate to contact our client services department on +65 6899 5030.

PRIVATE DISCLOSURE STATEMENT: Any information provided by you in relation to this event is being collected by Clariden Global Pte Ltd and will be held in the strictest confidence. It will be added to our database for the primary purpose of providing you with information about future events and services.

Visit us at www.claridenglobal.com for upcoming events

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