

From I.T. Technician to I.T. Executive

**Winning greater influence through how you listen,
speak and present**

You might have substantial technical knowledge. But if you present yourself and ideas as a technician, you'll limit opportunities to advance in your career. Being able to listen, speak and present in an executive manner, that resonates with senior stakeholders - will allow you to capture promotion opportunities and wield greater influence in your workplace.

This practical, one day workshop will move you along the path - from being an I.T. Technician, to being an I.T. Executive.

Who should attend:

Experienced 'I.T. technicians'

Workshop outcomes:

Upon completion of this workshop, participants will have:

- An improved identity of a person who is an I.T. business executive.
- A visual executive image.
- Specific phone techniques to make face to face appointments with senior stakeholders.
- Field-tested processes for building quick rapport when conducting face to face meetings or
 - when having chance encounters with senior executives.
- A powerful speaking structure for any interaction, meeting or presentation.
- A winning, formal presentation speaking template.
- Specific, personalized Action Areas to Intentionally Daily Practice after the workshop, to
 - consolidate workshop learning.
 - Fresh awareness of their executive presence, through Michael Kelly's deconstruction and
 - analysis of how they listen, speak, present, handle and conduct themselves.
 - Proven techniques in how to think and speak on your feet.

Your workshop leader:

Leading body language and speech expert, senior executive coach, business pitch consultant and media commentator, Michael Kelly will be your workshop leader. Michael transforms leaders into master communicators.

Michael holds a Master of Science degree in speech pathology and has a long track record of helping senior executives improve their personal communication impact and influence. He makes the learning of powerful communication techniques an enjoyable process. Michael's clients include Commonwealth Bank, Transgrid and the University of Sydney.

Please contact Michael Kelly about the workshop on: 0418 215 049;
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