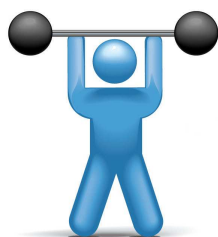


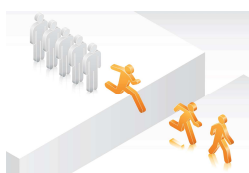
Personal Business Communications Coaching



Challenge: Your time is your most precious asset. Intensive, individual coaching is a highly efficient way of progressing from being a good speaker to an excellent, engaging and natural performer. Many executives, senior managers and professionals know that their job satisfaction and career prospects would improve if they were more *'confident on their feet'* and better at getting their point across. This combination of individual meetings, accompanied coaching and distance learning is designed to help you develop the necessary habits required for excellent performance – something only achieved through repeated exercise over a period of time – just like improving your golf swing, dance steps, or swimming stroke.



Format: A personally designed series of meetings created around your needs, delivering a combination of advice and enhanced skills. Three different programmes are available, varying in intensity and duration. The dedicated Active Presence training studio provides an excellent environment for coaching sessions. Recording equipment can be transported to alternative venues, so you can also be supported at your place of work.



Delegates: Personal coaching is normally delivered on a one to one basis, as the name suggests. In certain, exceptional circumstances additional people may occasionally be accommodated if they are part of a close group, (delivering a critical business proposal or presentation for example).



Method

Your individual programme is designed around your work commitments, how quickly you want to progress and your current skill level. As with improving any existing skill, the more time you are able to dedicate to the task, the more skill you will acquire. Choose from the following options:

Platinum programme: A 12 month programme suitable for people whose rôle requires them to deliver many powerful, persuasive performances. Prior to the programme Chris Davidson conducts a detailed analysis of your abilities and objectives. This informs the subsequent programme, which includes all of the following:

- **Personal coaching:** Ten personal meetings over a 12 month period. These can be held in the dedicated Active Presence studio, or at your own premises. Each of these sessions focuses on establishing a new skill and practicing existing ones.
- **Coaching by video:** Record up to three presentations per month for detailed assessment by Chris. This will result in new concepts and exercises being created for you to practice incorporating into your performances and the personal sessions.
- **Coaching by phone:** In addition to personal sessions and advice you get resulting from the videos you submit, you also have the opportunity for a monthly telephone (or Skype) call with Chris to address any lingering questions, discuss specific situations, analyze recent performances, etc.
- **Coaching via email:** Stay in contact with Chris; report on your results, experiences, and feelings after sales pitches, customer

presentations, etc. This helps inform subsequent meetings and phone calls.

- **Accompanied coaching:** Given reasonable notice Chris is able to personally accompany you to special events, to help you with the preparation and delivery of your performance.

Gold programme: A 12 month programme suitable for people who have to deliver presentations frequently and who anticipate increased demands being made of them in this regard. Prior to the programme Chris Davidson conducts a detailed analysis of your abilities and objectives. This informs the subsequent programme, which includes all of the following:

- **Personal coaching:** Two personal meetings per quarter, being in total of eight over a 12 month period. These can be held in the dedicated Active Presence studio, or at your own premises. Each of these sessions focuses on establishing a new skill and practicing existing ones.
- **Coaching by video:** Record up to two presentations per quarter for detailed assessment by Chris. This will result in new concepts and exercises being created for you to practice incorporating into your performances and the personal sessions.
- **Coaching by phone:** In addition to personal sessions and advice you get resulting from the videos you submit, you also have the opportunity for a monthly telephone (or Skype) call with Chris to address any lingering questions, discuss specific situations, analyze recent performances, etc.
- **Coaching via email:** Stay in contact with Chris; report on your results, experiences, and feelings after sales pitches, customer presentations, etc. This helps inform subsequent meetings and phone calls.
- **Accompanied coaching:** Given reasonable notice Chris is able to personally accompany you to special events, to help you with the preparation and delivery of your performance.

Silver programme: A 12 month programme suitable for team leaders and professionals, who are required to present mostly to internal audiences, project teams, advisory groups, steering committees, etc. Prior to the programme Chris Davidson conducts a detailed analysis of your abilities and objectives. This informs the subsequent programme, which includes all of the following:

- **Personal coaching:** One personal meeting per quarter, being a total of four over a 12 month period. These can be held in the dedicated Active Presence studio, or at your own premises. Each of these sessions focuses on establishing a new skill and practicing existing ones.
- **Coaching by video:** Record up to one presentation per quarter for detailed assessment by Chris. This will result in new concepts and exercises being created for you to practice incorporating into your performances and the personal sessions.
- **Coaching by phone:** In addition to personal sessions and advice you get resulting from the videos you submit, you also have the opportunity for a monthly telephone (or Skype) call with Chris to address any lingering questions, discuss specific situations, analyze recent performances, etc.