

# Are You A Powerful, Persuasive Communicator?

Improve Your Leadership Communication ROI

## Influencing Skills For Leaders A Critical Leadership Competency

Excellent leaders are first-class communicators, with a broad and deep influencing skill set. Today's world requires a leader to be persuasive to be effective. Your influencing skills either make you or break you. How would you assess your influencing skills?

When you attend **Influencing Skills For Leaders** you'll learn the skills of convincing, persuasive communications so your listeners buy into your message, and take positive action on it. You'll discover persuasion principles and skills that will help you be a better communicator, whether you are involved one on one, in meetings, facilitating, conflict resolution, coaching, in media situations, or in public speaking formats.

Excellent executive communication skills are key to professional visibility and high-level success. Effective leaders have excellent influencing skills across a wide variety of arenas. They listen as well as they speak well, and they are able to deliver crisp, nuanced, action-oriented and motivating messages to a wide variety of audiences. Thoughtful, persuasive leaders frame their communications in strategic as well as tactical ways, to maintain alignment of organizational and personal values, goals and objectives.

Participants will have an opportunity to "try on" some influencing skills best practices. This program will be interactive, and driven by participants natural curiosity about influencing and leadership. Small groups, one-on-one exercises, demonstrations, games, self-reflection, simulations, coaching and large group facilitation will combine to create an informal, enjoyable learning experience. Time will allow for sharing of best practices and insights learned during the session.

Here are the powerful benefits you'll receive from this fascinating and practical program:

- **Discover how rapport building helps your influencing skills gain traction.**
- **Learn how to reduce resistance so you don't sabotage yourself.**
- **Understand both strategic and tactical influencing skills methods.**
- **Use persuasive methods to be a leveraged change agent.**
- **Develop your unique personal persuasive leadership style.**

In this program Bill Cole teaches strategic and tactical influencing skills, just as he has for top-tier sales organizations, public agencies, and for top executives. You will learn persuasion methods you can apply to any leadership situation.

Available as a breakfast, luncheon or dinner keynote speech, or as a half-day or full day interactive workshop, **Influencing Skills For Leaders** can be customized for your group's needs. Organizations can use this program in retreats, sales meetings, resort incentive programs and more.

**Your Influencing Skills Coach is Bill Cole, MS, MA, America's Mental Game Coach** - Bill is a leading expert in the world of peak performance. He has been a professional coach for over 30 years, including corporate America, big-time college athletics and major-league pro sports. He's a published book author, with over 300 articles to his credit worldwide.

Ask about these other winning programs: **The Mental Game of Customer Service, Winning the Mental Game of Team Building, Winning the Mental Game of Golf, The Mental Game of Speaking, Winning the Mental Game of Life, Winning the Mental Game of Selling, Stop Stress And Banish Burnout For Sustainable Self-Renewal and Coaching For Communication Excellence.**

To book this program, or for more information, please contact us today.

### **WILLIAM B. COLE CONSULTANTS - Peak Performance Solutions**

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