

+ Specifically for the travel & tourism industry

Gain an insight into how to prepare, deliver and review your presentations



Day course

Prepare

Why are you presenting?

Who is your audience?

What is the objective?

Use of technology

Is a PowerPoint right for this presentation?

What else can you use?

Control the room

Skills to control your audience.

Overcoming questions.

Read the WIN signals



Failure to prepare is preparing to fail

Learn how to plan your check list

Our one day training will ensure you go into any meeting, whether it's an internal meeting or a sales pitch, ready.

It is amazing how many people don't do this first step and they set themselves up to fail.

We will ensure you feel confident when you either meet one-on-one with your manager or present to a room full of customers.

A presentation setting can be daunting. Again, we will give you the tools and methods to go into the 'arena' equipped to succeed.



Don't use PowerPoint just because everyone else does.

Use technology that's right for your audience and for the purpose of your presentation

When people enter a meeting room and set-up a PowerPoint you can see the audience roll their eyes. "Here is another *blah blah* presentation".

You might have lost your audience there and then.

PowerPoint can be exciting, relevant and WIN the meeting if used correctly and is engaging.

During our day we will demonstrate what you need to be aware of and how to avoid basic mistakes.

We will investigate other technology and solutions that you may want to try.

Also why using technology can ruin a presentation. We will discuss the potential traps.

Technology used correctly can enhance and make your presentation a stand out.

We will show you how, when and where YOU will WIN the meeting without using technology.



A one-on-one meeting is also a type of presentation.

Being able to engage, build empathy and WIN are skills we use many times a day at work without even knowing.

Our training will show you how to prepare for these types of presentations as well as group meetings.

An internal meeting with your manager or peers needs differing attitude without you changing YOU.

Engage

Amaze

Inspire



Control the room

Different settings and challenges

Even with the best preparation you can be faced with an unusual presentation arena.

Not everything is straightforward.

You need to be ready to adapt, change and regain control of the audience and room.

We will explain how to control YOUR presentation and move toward your WIN situation.

Recognise body language signals, supportive audience participants together with difficult audience members.

Know when to answer a question and when to use the 'take a walk to the balcony' process.

Use the room to your advantage and do all in your power to WIN.

Engage

Amaze

Inspire

This training is specifically aimed at the travel and tourism sector.

If your role is a travel agency owner, sales rep, airline executive, travel management account manager, hotel sales person or you are employed in the tourism sector this course is for you.

Our trainer has over 25 years experience in all these sectors and we will ensure the training is relevant to your daily role.

It is also of value as your career evolves and it may take you into another travel segment.

Our course includes a full day training, coffee breaks, lunch and take away documentation.

Just bring your undivided attention, desire to learn and willingness to engage in an interactive environment

"Twenty years from now you will be more disappointed by the things you didn't do than by the ones you did do."
– Mark Twain



Changing Times

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- ✓ Small group environment
- ✓ Learn from a travel professional
- ✓ Real life examples
- ✓ Informal and engaging atmosphere
- ✓ Special discounts for 3+ attendees from one company
- ✓ Discounts when booking the advanced presentation training course at the same time.