

DESIGN & DELIVER.

Virtual presenting video training course



**UP SKILL IN VIRTUAL
PRESENTING, FAST**

The new must have skill for busy professionals

VIDEO CALLS ARE HERE TO STAY

Look around and video calls are everywhere. From conferences and events, to sales pitches, high-stakes presentations, company catch ups, and more. Whatever happens next with the Coronavirus pandemic, our standard working practices have changed forever and there has been an irreversible shift towards remote working. Firms that refuse to acknowledge or embrace this shift may well be left to rue their response. We still remember how Kodak failed to adapt to digital photography in the 1990s.

The risk for companies that don't adapt to the new way of influencing and presenting through virtual channels is that they miss out on not just one coveted pitch, but many. Staff will gradually become more and more disengaged. There will be those companies that embrace new ways of working and support their staff to learn new skills during this period, while there will also be those that are slow to adapt and will suffer greatly as a result. Even the most experienced leaders are having to learn new virtual presentation skills rapidly so that they can influence, motivate, sell and inspire via screen rather than in person. Savvy leaders know this is not something that can wait.

There is an opportunity for companies to put themselves ahead of the competition. Jeremy Cassell Coaching specialises in presentation coaching for business leaders, a skill which is now even more important than ever. Connecting with people through a screen requires a greater level of preparation and consideration so we have created a set of videos to help busy executives learn the techniques needed to deliver virtual presentations exceptionally. The course is created with time poor senior executives in mind, split into bite-size videos that can be watched at home, in the office or on the move, via any device.



THE CHALLENGES

Even the most experienced of speakers can struggle with online presentations for a variety of reasons:

Unable to pick up visual cues from their virtual audience

Technical difficulties and unfamiliarity with new platforms

Habitual presentation styles focused on face-to-face

Vocal variety of greater importance than body language

91% 

OF FORTUNE 500 CEOs BELIEVE THAT BUSINESS TRAVEL WILL BECOME LESS FREQUENT, REPLACED BY VIDEO CONFERENCING, AFTER THE PANDEMIC

[FORTUNE, MAY 2020]

60% 

OF UK BUSINESS LEADERS EXPECT AN INCREASE IN REMOTE WORKING

[YOUNGOV, JUNE 2020]

WHY THIS COURSE?

Time is precious, so we have designed this course as a series of bite-size videos. Visuals are processed 60,000 times faster in the brain than text, so videos are a perfect way to upskill fast. They can be watched anytime, anyplace, at a pace that works for the individual. The videos are supplemented by ebooks, whitepapers and development aids plus, for buyers of the group plans, a wrap-up report is provided summarising employee progress and development.



ABOUT JEREMY CASSELL

For more than two decades, bestselling author and certified coach Jeremy Cassell has helped hundreds of business leaders overcome their nerves and deliver exceptional presentations. Jeremy has co-written 5 books that have been translated into 16 languages, including *Brilliant Selling* and *The Leader's Guide to Presenting*, which was voted UK Business Book of the Year in 2018. As a coach, he's been trusted by firms such as Arthur Cox, Sodexo, Baker McKenzie, Linklaters and Chargeurs to inspire audiences and communicate key messages with authority, humour and credibility.

"EXCEPTIONAL VIRTUAL PRESENTERS ARE MADE, NOT BORN"

BENEFITS

- 1** Deliver exceptional virtual presentations
- 2** Improve confidence & competence quickly
- 3** Influence clients, colleagues and teams
- 4** Improve sales conversion and accelerate growth



THE DESIGN & DELIVER VIRTUAL PRESENTING VIDEO TRAINING COURSE SERIES

Exceptional virtual presenting

- The 5 key differences for virtual presenters
- The first 4 habits of exceptional presenters
- Habits 5-8 of exceptional presenters
- Habits 9-12 of exceptional presenters
- How to prepare for a virtual presentation
- How to structure a virtual presentation
- Why less is more when it comes to virtual content and messaging
- How to nail the opening of a virtual presentation
- How to support your key points with effective visual aids



Developing your confident voice

- How to be authentic when presenting
- How to manage anxiety and present confidently
- How to adapt your voice for virtual presentations
- How to own the virtual room through engagement
- How to influence using the C³ Model of Influencing™
- How to answer questions easily and effortlessly



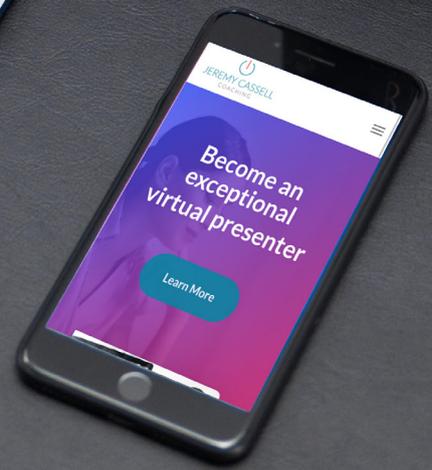
Mastering technology for interactive presentations

- How to structure your team for high stakes virtual presentations
- How to engage your audience with interactive software
- How to avoid technical failures



PRICING PLANS FOR INDIVIDUALS

Access to courses is provided for a whole year, allowing executives to learn at their own pace and to return as required, for just-in-time learning, helping new techniques and behaviours to become ingrained habits.



	LEADERS	SILVER	BRONZE
	£1,449.99	£599.99	£449.99
Exceptional Virtual Presenting Course	✓	✓	✓
Developing Your Confident Voice Course	✓	✓	✓
Mastering Tech For Interactive Presentations Course	✓	✓	✓
Written Feedback From Jeremy Cassell	✗	✓	✗
Learning Support Resources †	✓	✓	✓
2 hours 1-to-1 Coaching with Jeremy Cassell	✓	✗	✗

† Learning Support Resources

- The C³ Model of Influencing™ Field Guide eBook
- Design & Deliver Learning Resource Workbook
- Self-Evaluation and 360° Feedback Presentation Scorecards
- The 12 Habits of Exceptional Presenters Summary
- The Art of an Engaging Virtual Presentation Whitepaper
- Virtual Presenters Checklist



PRICING PLANS FOR GROUPS

Access to courses is provided for a whole year, allowing executives to learn at their own pace and to return as required, for just-in-time learning, helping new techniques and behaviours to become ingrained habits.

Each of these plans includes a wrap-up report for the L&D Head or Senior Manager.



		LEADERS GROUP PLAN <i>per person</i>	SILVER GROUP PLAN <i>per person</i>	BRONZE GROUP PLAN <i>per person</i>
Intake size	10+	£1,159.99	£479.99	£359.99
	25+	£1,014.99	£419.99	£314.99
	50+	N/A	£389.99	£292.99
	100+	N/A	£359.99	£269.99
Exceptional Virtual Presenting Course		✓	✓	✓
Developing Your Confident Voice Course		✓	✓	✓
Mastering Tech For Interactive Presentations Course		✓	✓	✓
Written Feedback From Jeremy Cassell		✗	✓	✗
Learning Support Resources †		✓	✓	✓
2 hours 1-to-1 Coaching with Jeremy Cassell		✓	✗	✗

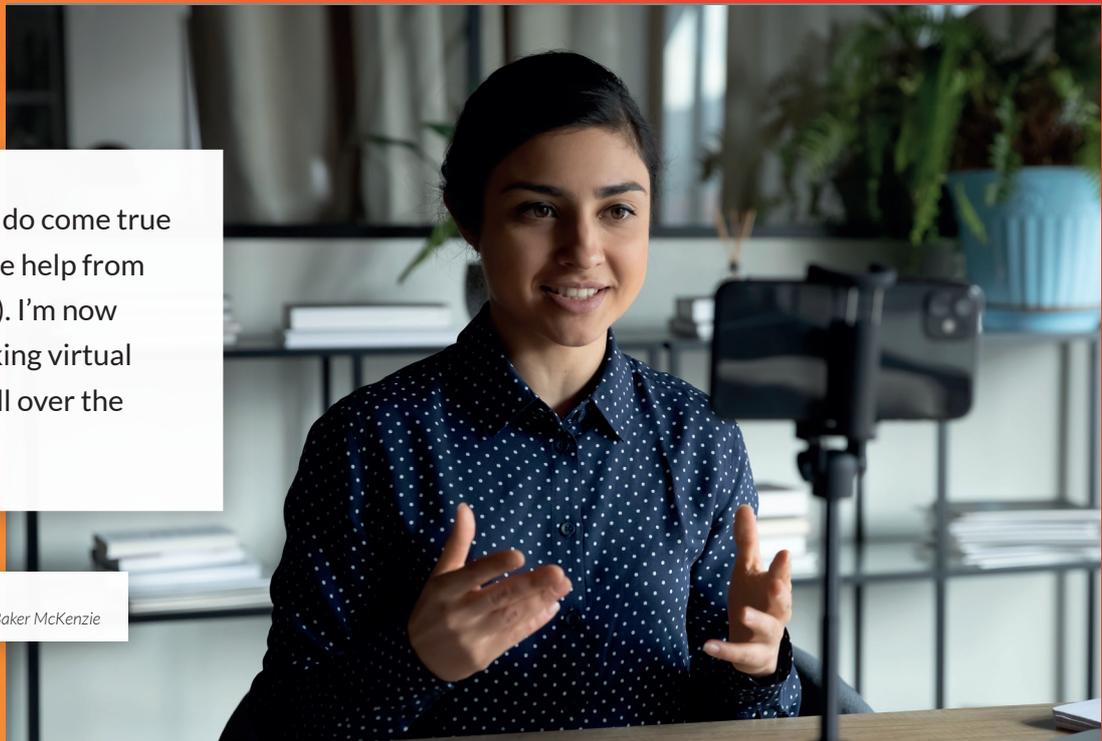
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“Miracles really do come true (well, with a little help from Jeremy anyway). I’m now confidently making virtual presentations all over the place.”



Rosie Slade
Events Manager, Baker McKenzie



REVIEWS AND TESTIMONIALS



I no longer use notes and am equipped with a much better understanding of how to plan, prepare and deliver a really powerful presentation.

Nalan Emre
COO of IMAX Group



The teams that I lead have had a steep and rapid learning curve when it came to virtual presentations, all overcome quickly with Jeremy’s help.

Andy Boyle
Director, ITS



We can directly link his (Jeremy’s) involvement to improved results in the business.

Jeremy Alderton
Sales Director, Sodexo

HAVE QUESTIONS OR READY
TO TAKE THE NEXT STEP?

GET IN TOUCH NOW WITH ED

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