

# Influencing Without Words

## Charismatic Leadership Tactics:

*New Cutting Edge Training in People Dynamics*

**Inspiring Leaders** radiate power and command respect through non-verbal signals. They exude credibility, authority, and trust simply by how they walk into a room, shake hands, make eye contact, gesture and manage their state. People give them the space to speak and listen to what they have to say. Their words have impact. Mastering this body language used to be a well kept secret. Now anyone can learn and practice these subtle skills.

**Compelling Leaders** also know when to switch gears and be more approachable, authentic and personal. Developing good people skills requires charm: a likeable style and delivery that increases rapport, openness, agreement, and trust. Productive teamwork thrives on using supportive rather than aggressive communication to persuade, motivate and influence others. Even under pressure, using the non-verbal signals of cool confidence avoids a 'driven' atmosphere.

**Effective Leaders** master the art of reading people accurately, knowing when, where and exactly which approach will win instant accord. They can predict people's reactions, anticipate hidden agendas and choose to respond appropriately. Studies have shown that the #1 cause of stress at work is your relationship with your boss. Mastering these non-verbal skills helps to reduce this stress, so that everyone can achieve optimum productivity.

### What you'll take away from this training:

- Practical techniques for immediate use
- Increase gravitas, credibility & charisma
- New insights into people & team dynamics
- Instantly appear more intelligent
- Enhance leadership capability
- Raise probability of promotion
- Save time, energy & misunderstanding
- Get easy compliance and buy-in
- Reduce stress & avoid complaints
- Increase productivity & satisfaction

### What it is and why it works:

People decide what they think about each other during the first 30 - 60 seconds of meeting. Non-verbal communication makes up 95% of every communication. No one can afford to miss learning how to master these silent signals of people dynamics. These cutting-edge tools go beyond ordinary rapport skills. Complex concepts of body language can be quickly understood through an amusing metaphor: 'Cats & Dogs'. Simple, easy exercises give each participant the opportunity to experience for themselves, the power and effectiveness of improving their non-verbal communication style.