

Presentation Skills for Finance Professionals

28 – 29 Jan 2008, Furama City Centre Singapore



Workshop Leader **Deborah Torres Patel**

- Asia's leading voice and presentation expert coach
- Internationally acclaimed author, speaker, consultant
- Entertaining educator for voice, presentation skills, communication and self-expression
- Has more than 40 years experience presenting and 21 years teaching.
- Named one of the *Top 10 Coaches in Asia* in the book "Awesome Coaching - Strategies & Techniques for Impacting the Workplace".

Presentation Skills for Finance Professionals

Why this workshop?

It's that time of the year again - preparing year-end financial reports and working out budgets for the coming financial year. Finally, after spending countless hours pouring over the numbers and working out the financial reports and budgets, the worst is over. The next step is simply to present the numbers, figures, budgets and reports to management - sound easy? To someone that is not a confident presenter or has a fear of presenting to groups or authority figures, this is by far the toughest task to deliver.

Indeed, in Asia's competitive work environment, as a finance professional, you need to possess superior financial skills but it would also give you a significant career advantage to be perceived as an effective communicator and presenter. Being a credible, effective and commanding speaker can catapult you to personal and professional success. As a matter of fact, the ability to deliver extraordinary presentations is by far the number one way to a secure and lucrative career.

The best way to sell is face to face. It doesn't matter how brilliant you, your services, discoveries or spreadsheets are, if people don't understand what you are trying to communicate or worse, if they are bored with your presentation, your message is certain to have little impact. You need to present in a way that people can understand, in a way that doesn't keep you stuck in the numbers, and in a way that ultimately supports people on or off your team to take action.

The rippling impact of a well-delivered presentation is virtually immeasurable and reaches far beyond a face to face meeting.

Here are some ways presentation skills can make you more competitive:

- Presentations can allow you to be seen in a different light
- Presentations elevate your reputation and enhance your credibility
- Well-delivered presentations allow people to perceive you as an expert with highly specialized knowledge
- Presentations can provide you valuable prospect, customer and client feedback
- Presentations project you into a leadership role
- Presentations can persuade and can secure management buy in
- Most presentations supply you with a captive audience
- Presentations allow you to customize material using a standard template as a base to target and market to specific audiences

Extraordinary Presenters win business and respect.

If you are already giving presentations, make certain you are a consistent peak performer. An extra 2% presentation effectiveness could be all you need to dramatically increase your income.

Who should attend

Presentation Skills for Finance Professionals is specifically designed for:

- Financial Managers & Directors
- Accountants & Accounting Managers
- Auditors & Audit Managers
- Chief Financial Officers
- Financial Controllers
- Corporate Finance & Management Reporting Managers
- Heads of Finance & Admin department
- Treasury Managers
- Investment Managers
- Anyone that needs to make presentations on numbers, budgets & financial reports

Why is Presentation Skills for Finance Professionals is unique compared to other Presentation Skills Workshops?

1. Presentation Skills for Finance Professionals demonstrates how to design & deliver a credible, memorable and winning presentation from beginning to end.
2. Generic courses focus only on a few aspects of presentation. This is a step by step, holistic approach to presentation skills that engages and activates your audience.
3. Presentation Skills for Finance Professionals uses simple 5 step, 7 step & 12 step processes that produce proven results. The process has been tested time and time again in a multitude of industries for more than 20 years in 65 countries.
4. This is NOT a general skills course. Participants are required to get on their feet presenting material that is relevant to their industry, expertise and job requirements.
5. Deborah Torres Patel leads this interactive workshop. She often acts as a consultant to Technical and Finance Managers and personally coaches industry market leaders, educators and Senior Finance and Chief Executives. She is expert at making presenting numbers interesting and fun.

Your return on this investment is enhanced personal influence, increased effectiveness & faster career success.

Workshop Schedule

Registration: 0830 - 0900 hours

Workshop: 0900 - 1700 hours

Buffet lunch, morning and afternoon tea-breaks and will be served during the two days.

Presentation Skills for Finance Professionals Workshop Leader:

Deborah Torres Patel

Founder, Expressing You Pte Ltd

Deborah Torres Patel helps professionals become extraordinary presenters. She is an internationally acclaimed author, speaker, consultant and entertaining educator for voice, presentation skills, communication & self-expression and has taught in 65 countries using a unique 5-part communication training program she created called Expressing You! ®

Asia's Leading Voice & Presentation Expert has over 41 years experience presenting and 21 years teaching. In 2006, she was named one of the Top 10 Coaches in Asia in the book "Awesome Coaching - Strategies & Techniques for Impacting the Workplace". Deborah is a member of the International Federation of Professional Speakers and past Director of Education and Founding Board Member for Asia Professional Speakers Association - Singapore.

Testimonials



“Deborah Torres Patel is the BEST voice coach in Asia. Having personally worked with voice coaches in North America, I thought there would not be too much I could still learn. I was WRONG! She helped me immensely with a stress related problem, saving my voice and giving me a more powerful delivery. Her simple yet practical exercises I use EVERYTIME before I present and they really, really work. She is THE voice professional in Asia.”

Michael A. Podolinsky, 25 year full-time professional speaker and trainer, Pearson Prentice Hall author of Mining For Gold and 10 other books on personal and professional development.



“I just wanted to thank you for your presentation on Friday. Your engaging manner and interactive presentation were the perfect start to our Practice Manager’s Retreat. The purpose of the day was to spend time with the Practice Managers working on their (and our) business with a view to agreeing on outcomes for next year that included Total Revenue, Recruitment and Sales-related Activity (seminars and client functions).

I can only gauge the success of the day on the manner in which the participants were engaged and on the planning outcomes. On the first count, whenever I looked around the room, everyone was fully engaged, while on the second we had better than expected results in all 3 areas. Thanks again for your participation and assistance to make the day a success and I look forward to working with you on the preparation for the presentation next year.”

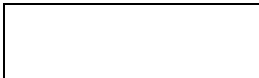


**Bernard Maughan, CEO,
Professional Investment Advisory Services Pte Ltd, Singapore**



“Thanks to Deborah, I stopped getting knots in my stomach whenever I spoke in Public. Now I’m much more self-assured when I present and I am free to focus on what I do best.”

**Dr. Theresa Chew, President & CEO
Expressions International**



“The training session you conducted for the ICCA accountants at the Robert Walters-ICCA networking evening in Singapore was enlightening and completely relevant to the presentation challenges that finance professionals face. Your presentation was both insightful and entertaining.”

**Rena Tan, Marketing Manager, Robert Walters Singapore
Winner of British Business Awards 2006,
- Financial & Professional Services Category**



“Thanks and really appreciate your insightful information.... A wonderful presentation filled with lots of energy and laughs!”

**Gabriel Loh, Business Development Manager,
Investment - Linked Business, AIA Singapore**

“With Deborah's training & coaching, I was able to instantly transform the confidence level and the way I present on global conference calls and team meetings.

Before "Expressing You", I had a "confidence issue" in articulating my original ideas to higher ups and in team meetings, and other people often took direct credit for my work. Deborah has given me powerful insights on vocal awareness, pose and techniques to enrich my presentations which immediately raised my profiles in verbal and written communications. With Deborah's teaching and consistent focus, I saw profound improvement in my vocal power, and now I am more ready to take on a wider leadership role. And much more.....I have a better relationship with my "Self" and the way I express who I truly am in my private and professional life; and I feel comfortable and (enjoy !) in speaking in front of a big team.”

**Senior Audit Manager,
Top tier financial institution, Singapore**

Registration / Enquiries

To receive the full programme agenda, or brochure, please contact:

Partners Conference and Event Management Pte Ltd (Reg. No. 200210370R)

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