

5 Steps

to Personal Presence

Personal Presence is about **how you are in the world**. It's not just your image or how you dress (though they're certainly important!). It's about how you communicate, how you influence others, how you create your own success. Most important, it's about how you organise what happens on the inside - your thoughts and feelings.

This Coaching programme is designed to help you address those areas of your life - self-confidence, external image, influencing, life and career goals - that will allow you to be more of who you want to be.

Here's How It Works...

We'll agree with you what it is you want to achieve, and devise a programme for you that will help you get there. We'll agree how much time and attention to give to each of the 5 Steps, and we'll agree how many face-to-face coaching sessions or telephone/internet sessions will get you to where you want to be.

You Need To Think About...

Before you start it's really useful to think through these questions:

- What does Personal Presence mean to me?
- Why do I want it?
- How will I know when I've got it?
- What does it give me?
- Where does it take me?
- **and...** Is it worth the effort?

If the answer to the last question is **YES** then we're ready to go!



Want to get started?

Contact rob@lichfield-associates.com
or ring Rob on 05600 289 235

The 5 Steps...

1. The Inside - Getting Organised

No, not organising your diary or your paperwork, but organising how you think for presence and success.

- **Confidence** and self-belief
- **Answering** "Who am I?"
- **Building** positive and powerful beliefs
- **Recognising** and building on strengths

2. The Outside - First and Lasting Impressions

- **Developing** charisma
- **Managing** perceptions (the trail you leave behind)
- **Impact** - Making the message clear
- **Personal** branding
- **Walk**, talk and dress for power and confidence

3. Developing your Capability

- **Influencing** and persuading
- **Communicating** and presenting
- **Creativity**, thinking and problem-solving skills
- **Networking** for results
- **Relationships** that work

4. Creating your Future

- **Vision**, purpose and life goals
- **Career** path and career choices
- **Measuring** success
- **Adapting** to change
- **Staying** on track

5. Keeping It Going (Self-Management)

- **Self-awareness**
- **Health** and well-being
- **Building** resilience
- **Personal** organisation