

## Impact Elite Masterclass

### Synopsis

Like the Impact Masterclass, but with added high-level sessions on powerful messaging and handling tricky situations. This a dynamic, on-your-feet, learning-by-doing session on personal and professional impact. Participants work hard and learn fast from tutor and peer feedback. The session also fosters a sense of “shared knowledge” and purpose – essential for building confident and collaborative teams.

### Duration

6 hours

### Format

Workshop with practical group and individual exercises. Video and tutor feedback.

### Delegates

Lawyers and other professionals  
Maximum 4-6 per course

---

### Outcomes

As a result of attending the course, you will have the knowledge and skills to:

- make an entrance
- introduce yourself confidently
- work a room
- read an audience
- guarantee you are being heard, understood, and enjoyed

### Content

1. Why you should care about the impression you create
2. Handling the fears, concerns and problems that hold you back
3. Appearance
  - a. Developing strong, positive body language
  - b. Dressing for success
4. Voice coaching
  - a. Finding and developing your voice and making it engaging
  - b. Using your voice to set the tone – the scientific evidence
5. Content
  - a. Constructing coherent messages
  - b. Delivering the messages with impact
  - c. Reading and reacting to the audience response
6. Impact under pressure
  - a. Tricky situations and why you find them difficult
  - b. Question and answer sessions - Opening up, answering and closing down
  - c. Using impact techniques to take control
7. Impact in action - individual mini-presentations