



DR

LOUISE MAHLER

Applied Confidence for WIBF with Dr Louise Mahler

A champion is someone who is willing to open themselves up to the possibility that there's more out there for them.

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Applied Confidence

OVERVIEW

A 4 week program that challenges the habitual patterns of interpersonal leadership communication for women, with a focus on the virtual world.

Dates :

Friday 23rd July	11-12.30
Friday 30th July	11-12.30
Friday 6th August	11-12.30
Friday 13th August	11-12.30

Times: Each session will run from 11:00am-12:30pm AEDT/AEST.

OFFERING

4 blocks of 1.5 hour sessions



BLOCK 1: VOICE AND BODY - Getting heard

Let's get back to basics, our bodies are 60% water and we communicate interpersonally by simply by managing air in and out of that water-filled vessel.

What can go wrong? A lot!

The voice is a simple mechanism, but we tend to make a meal of it. The good news is that these are almost always habitual patterns, not ingrained psychological or physical failings. Change is in your control and this webinar will outline how it works, what you may be challenged by and how to overcome it to bring your vocal best every day and under pressure.

In this 90 min session you will learn:

- How your voice works and what goes wrong
- Why women's voices are undervalued in business
- How stress manifests
- When there is something wrong
- What we perceive as trust and caring and how to do it
- What being authentic mean
- Common problems – talking to fast – what to do
- How to interrupt professionally
- How the body, arms and legs can help
- What to do with the body on the digital screen
- Learn how hands are still relevant
- Know where to put your eyes

BLOCK 2: PRESENTING VIRTUALLY

Presenting virtually is different. There are distractions for the audience, the challenges of being a talking head on a screen and barriers to reading and managing audiences. In the virtual world we need good frameworks, concise communication, time management and the ability to engage.

In this webinar you will learn:

- What's different about the virtual world
- How to get the presentation started
- An overall framework
- How to not make it all about you
- How to break the content mould
- How to read your audience
- How to engage
- How to finish professionally
- How to get creative without waffling

BLOCK 3: HANDLING DIFFICULT SITUATIONS

In a Covid-world of uncertainty and continual change, many people are tired, concerned and confused. The situations we face need great skills at our finger-tips, ready to engage at a moment's notice.

There are basic processes no business person can be without as well as the crucial body-language and vocal tone to be effective.

- The framework for difficulty
- The framework for changing the behaviour of others
- Non-verbal responses that assist
- Specifics of empathising
- Why we reflect
- Buying time

BLOCK 4: MASTERCLASS

In this session you will bring your situations and we will:

1. diagnose the challenges
2. work through solutions practically
3. rehearse

PRE WORK

None required

GOALS

To challenge emerging and emerged female leaders to be heard with presence and influence

EXPECTED OUTCOMES

- A fresh perspective on communication
- An understanding of your current skills and patterns
- New skills and patterns to apply
- A practical experience of change

SPEAKER



2021 Speaker of Excellence Award Winner, Dr Louise Mahler is passionate about helping others 'be heard' in their leadership roles. A global thought leader in voice and body psychology in leadership, her clients are exemplars in their spheres and her specialty is transforming frogs to princes.

She has travelled Asia, USA and Europe over the past decade delighting audiences with original, practical and useful information to help them evolve their communication, buoyed by her experience as an opera singer at the Vienna State Opera and her PhD in Leadership Communication, backed by Masters in Organisational Psychology, a Master of Neuro-Linguistics and a Degree in Economics.

The author of Resonate with Penguin Random House, Louise is a regular guest for television and radio, voted as one of the top 50 thought leaders by IBM and an international Stevie Award Winner in 2020 for her contribution to Women in Business.

Listening to Louise you be entranced by how she walks her talks and acts as an active example of the work she espouses and you will learn, you will laugh and you will never be the same again.

TESTIMONIALS

Dr Louise Mahler is one of the most remarkable individuals I have ever come across by virtue of her multiple and diverse skillsets, sense of humour and generosity in sharing her many pearls of wisdom! She has distilled the art of communication into succinct components to achieve both effective and engaging interaction with audiences of any size. Her advice is relevant to both personal and professional contexts, face-to-face or online formats. No one should miss the opportunity to learn from Louise!

**ASSOCIATE PROFESSOR YVONNE BONOMO MBBS FRACP PHD FACHAM
UNIVERSITY OF MELBOURNE.**

Louise brought smiles to our faces and taught us some extremely valuable and important skills at the same time! We ended up with 248 participants on the live webinar and I have just jumped off a Zoom with the entire Biopharmaceutical Business Unit management team, and you are still the talk of the town, with many saying they can't wait to watch the webinar again!

Covid-19 lockdown was made enjoyable because of you Louise! You are a powerhouse and if I can just muster up a small amount of your gravitas, I will have achieved an element of greatness!

SHELLEY COX, SALES MANAGER, ASTRAZENECA

The feedback we received from our first online event 'The Stream of Confidence with Dr Louise Mahler' was overwhelmingly positive and exactly what we needed given the current virtual working environment. Not only was it the most highly attended optional event we've had in years, but Louise's presentation was followed by multiple requests of when she will be returning to PwC as a guest speaker again. We couldn't recommend Louise for a workplace event more highly!

A quote from a PwC attendee "The presenter - Louise was fantastic - such great energy and content. I found her structures useful. Her confidence was inspiring. Her energy was refreshing. I can only imagine how brilliant she would be in person. Fantastic event!

MEREDITH CHESTER, PARTNER PWC

Thanks to your training I have reached my goal. Thank you for doing your work. What you did for me was nothing short of life changing. Thank you, thank you, thank you!

BERNADETTE CANGELOSI PARTNER, KPMG

The leadership team absolutely loved it and found it very valuable. I had one GM say she wished he'd attended the workshop 10 years ago and that it was the best workshop she's attended in her career.

KATIE STROTHER, ASSET MANAGEMENT JEMENA

