MATCH FIT

LEADERSHIP WORKSHOP

HUMANS AT PACE

Presenting with Influence

A FULL OR ½ DAY LEADERSHIP WORKSHOP

Equip your people to communicate with greater clarity, confidence and impact — influencing clients, colleagues, stakeholders and senior leaders in every presentation opportunity.





MATCHFITCLIMB.COM

WHY NOW

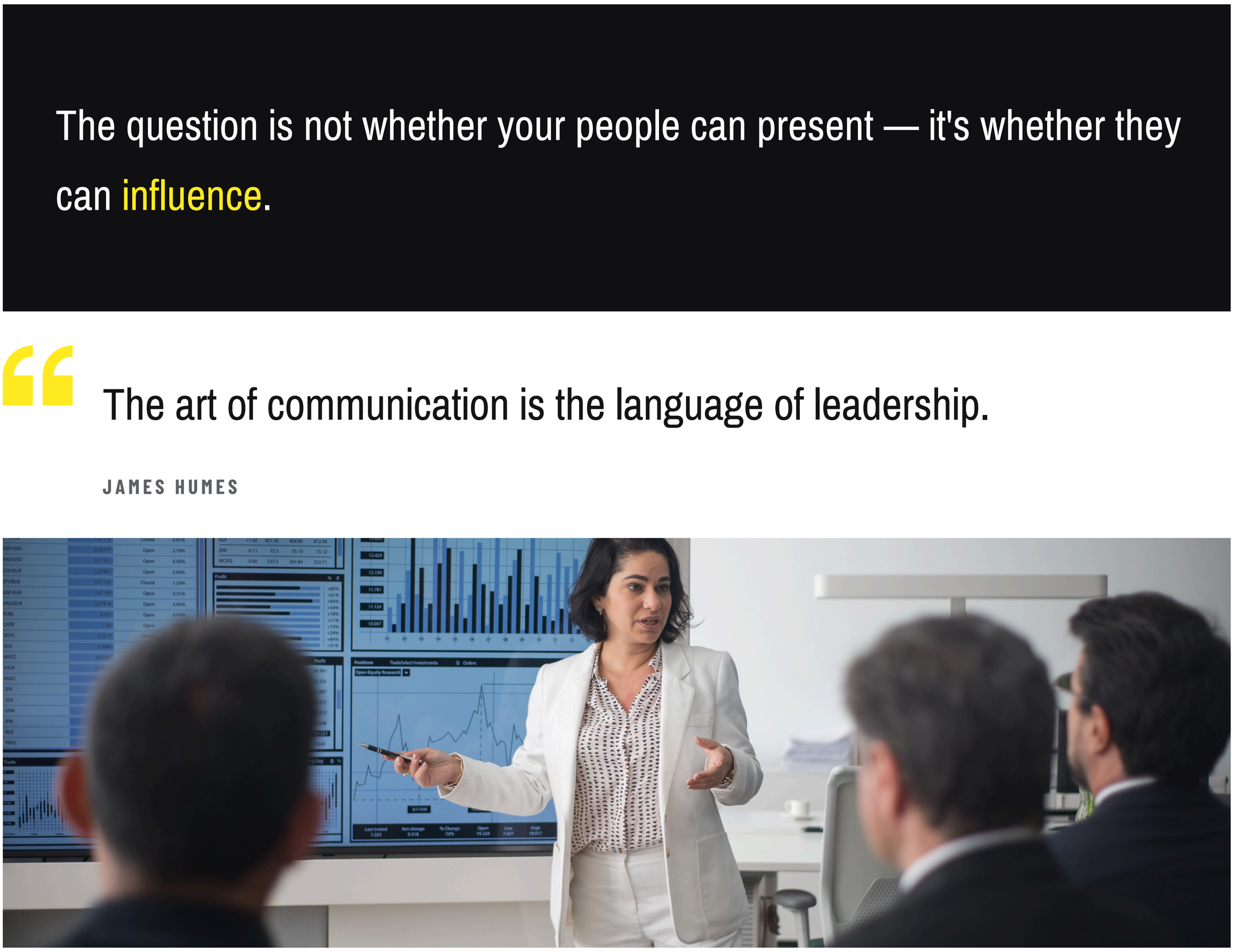
Influence is increasingly determined by how effectively people communicate

In today's environment, leaders and professionals are expected to present ideas, gain buy-in, explain complex information and influence decisions more frequently than ever before. Whether speaking to clients, stakeholders, colleagues or senior leaders, the ability to communicate with clarity and confidence has become a critical business skill.

Yet many people continue to rely on information-heavy presentations, unclear messages and delivery styles that fail to engage their audience. As attention spans shorten and expectations increase, the ability to influence through communication becomes a significant differentiator.

The question is not whether your people can present — it's whether they can influence.

> The art of communication is the language of leadership.
>
> JAMES HUMES



THE WORKSHOP

A practical, HUMAN approach to communication, influence and impact

‘Presenting with Influence’ is a focused, interactive workshop that helps participants develop the mindset, structure and delivery skills needed to communicate with greater confidence and influence.

OUR PURPOSE

To equip participants with practical tools and techniques that enable them to communicate clearly, engage audiences effectively and influence decisions through confident, impactful presentations.

Designed for

Senior leaders & executives
Team and people managers
Client-facing professionals
Business development & sales teams
Subject matter experts
Emerging leaders

Why it matters

Builds confidence
People present with greater assurance and credibility.

Improves clarity
Messages become simpler, sharper and easier to understand.

Increases influence
Presentations become more persuasive and impactful.

Practical application
Tools can be used immediately in real business situations.

Full or ½ Day	In-person	Up to 15	Interactive
DURATION	DELIVERY	PARTICIPANTS	REFLECT & APPLY

THE PROGRAMME

Six themes that shape influential communication

The programme moves from understanding influence, to preparing and structuring your message, to delivering with confidence and handling challenge.

01

Understanding Influence

How audiences think, decide and engage — and what creates the credibility, trust and influence that move people to act.

02

Preparing with Purpose

Clarifying your objectives, understanding your audience and defining the specific outcome you want every presentation to achieve.

03

Structuring Messages that Land

Building compelling narratives that simplify complexity, sharpen your message and improve audience understanding and recall.

04

Delivering with Confidence & Presence

Using vocal impact, body language, energy and executive presence to strengthen credibility and command the room.

05

Engaging & Influencing Audiences

Building rapport, maintaining attention and adapting your communication style to different audiences and situations.

06

Managing Questions & Challenge

Handling objections, difficult questions and unexpected moments with confidence, composure and professionalism.

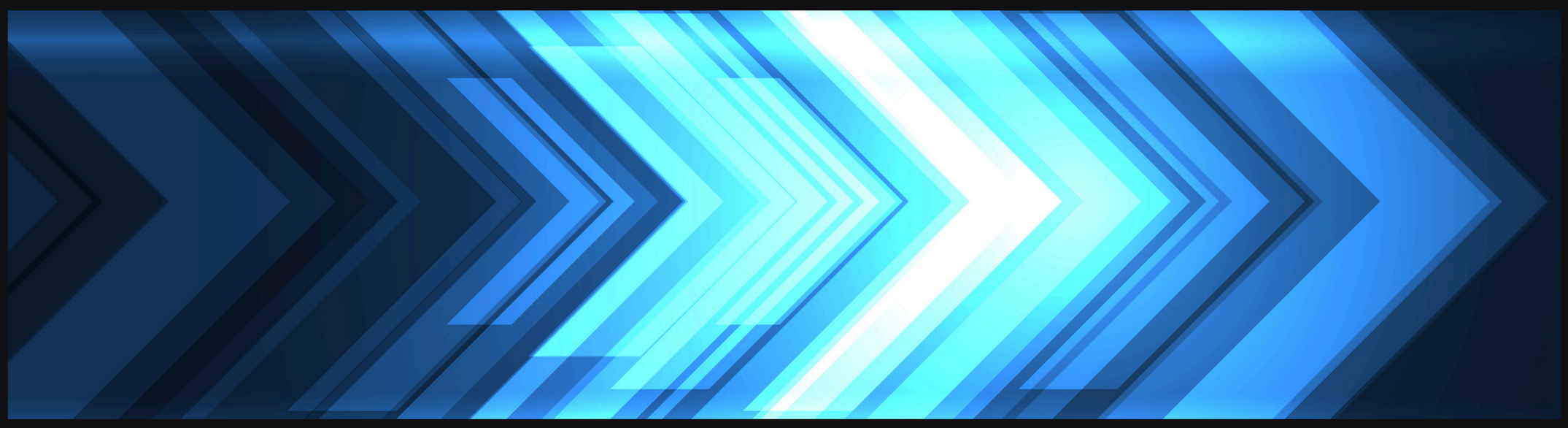
THE BENEFIT

What your people will take away

Tangible, lasting outcomes — for the individual, the team and the wider organisation.

FOR THE INDIVIDUAL	FOR THE TEAM	FOR THE ORGANISATION
Greater confidence when presenting	More consistent communication standards	More effective client interactions
Stronger executive presence	Improved collaboration & stakeholder engagement	Better stakeholder engagement
Improved ability to influence decisions	Greater confidence in team presentations	Improved communication through change
A more engaging communication style		Stronger leadership communication capability

Influence more people at pace. Create more impact.
Achieve better outcomes.



WORKSHOP DETAILS & PRICING

What's included, and what it costs

FORMAT	Interactive Workshop
DELIVERY	Face-to-Face
DURATION	Half-day or full-day available
METHODOLOGY	The workshop is highly interactive and combines performance psychology, communication principles and practical application. Through discussion, reflection, exercises and real-world scenarios, participants develop the confidence, structure and techniques needed to communicate with greater clarity, credibility and influence — tools they can apply immediately in presentations, meetings and stakeholder conversations.

HALF-DAY INVESTMENT

£1,800

For a maximum of 15 participants

FULL-DAY INVESTMENT

£2,800

For a maximum of 15 participants

MEET THE TEAM



Bradley Honnor

MANAGING DIRECTOR

Bradley has extensive experience leading business strategy, driving cultural change and supporting sustainable organisational growth.

READ FULL BIO →



Emily Courtney

OPERATIONS DIRECTOR

Emily is an experienced CIPD-qualified HR specialist delivering people focused solutions across complex global business environments.

READ FULL BIO →

MATCHFIT'S EXECUTIVE FACILITATORS & COACHES

Experts in leadership, psychology, coaching and organisational transformation,

FIND OUT MORE →

PROVEN IMPACT

> The workshop transformed the way I communicate with stakeholders. I now prepare with greater purpose, present with more confidence and feel far better equipped to influence decisions and gain buy-in.

David Wade

Ministry of Justice (MOJ)

Bring ‘Presenting with Influence’ to your people

SPEAK TO THE TEAM

Zach@matchfitclimb.com

REQUEST THE FULL AGENDA

Delivered by MatchFit®

MatchFit helps organisations achieve sustainable high performance by combining leadership development, performance psychology and organisational effectiveness.

Our approach is tailored to your context, sector and people. We focus on helping leaders understand not only how work is changing, but how people are responding to that change.

Because how your people communicate shapes how your organisation performs.

TRUSTED BY LEADERS ACROSS THE PUBLIC & PRIVATE SECTOR