

Communicating with Influence

Our **Communicating with Influence Course** will give you powerful skills to engage with and relate to others – helping you achieve the outcome you want.

The ability to influence others is at the core of successful business communication. Without it, our ability to negotiate, manage, lead, sell, educate or govern is made more difficult. Influencers inspire and motivate others. They win sales, they win arguments and they change minds.

*"Titles mean little in terms of real power, which is the capacity to **influence and inspire**. People will commit to certain individuals who on paper possess little authority, but instead possess pizzazz, drive, expertise, and genuine caring for team-mates and products".* **Colin Powell, ex- army General and US Secretary of State.**



Understanding the needs of others and the impact you have on them is at the heart of our influential communication course.

"The material changes seen in people were simply staggering. I have already made several life and business changes – which can't be bad."
CS Manager, Natwest

Our Communicating with Influence Course will help you:

- Understand the communication process and the key components for influencing
- Present and communicate messages with confidence, clarity and impact
- Speak with an engaging style to captivate and inspire
- Effectively relate to and engage with others to build positive relationships
- Develop strategies to communicate information clearly and positively
- Raise personal presence for motivating and inspiring
- Use your voice, body language and behaviours to influence others
- Lead, manage and network more effectively for business influence.

How it Works

After an initial conversation with you we will submit a proposal for your bespoke programme to help you get the results you want. This may be one session or a series of sessions. We deliver group training, workshops or one-to-one coaching. We are happy to come to you or arrange a venue to suit anywhere in the UK, including our recommended venue in Bloomsbury, London.

Our Approach

Our approach is primarily a 'get-up-and-do' practical one, focussing on the 'how-to' to give clients tangible ideas to put into practise.

Our niche expertise works well built into in-house or externally provided management and leadership programmes.

Do get in touch to see how we might be able to help you either by calling us on **+44(0) 1332 727305** or send us an email: info@katelee.co.uk

Our Experience

Kate Lee has extensive experience developing the communication skills of senior managers and leaders. We focus on the influential behaviours associated with influential communication, personal and vocal impact and leadership presence.

"The material changes seen in people were simply staggering. I have already made several life and business changes – which can't be bad."

CS Manager, Natwest

"Kate has received universal acclaim from our corporate clients whose time with her has resulted in improvements which range from a significant polish to a total transformation. Even managerial promotions have been credited to the fact that Kate helped them make their presentation memorable and meaningful."

Clive Hook, Clearworth, Director EDF Energy Leadership Programme

"With some tuition from Kate Lee I learnt to speak with more clarity within just one month. The transformation was incredible, not only did Kate develop my speech but she also taught me skills that helped me manage myself which in turn has enhanced my teams performance and output. A priceless investment."

Project Manager, Emcor

"Kate has worked with a large number of my clients, from president and vice president to project manager and senior engineer over the last five years. She has a unique ability to establish trust and rapport with all types of people, enabling them to identify how they come across, and more importantly, how they can change the impact they have."

Chris Taylor, Taylor Knight Associates

"Kate's insight, tips and techniques really work, allowing me to deliver material confidently - while retaining my own style. Working with Kate enabled me to improve my communication technique." **Duncan Rhodes, Director, Bombardier**



About Kate Lee Communications

For over fifteen years Kate Lee has delivered voice communication, personal impact and influential presentation programmes to an impressive client list. Originally a professional actor, she was a pioneer of bringing voice and professional performance into the business context, focussing on the behaviours associated with excellent communication. Kate offers a unique skill-set: a voice specialist, a professional performer and an experienced business coach.

Business Training

Our Voice Communication and Presentation Coaching Programmes have helped a range of professional communicators, leaders, executives and entrepreneurs transform their communication style with stunning results.

Business clients include: Eurostar, Bombardier, Emcor, Natwest, EDF Energy, Tenon Group, Pfizer, EMDA, Business Link, Norwich Union/Aviva, East Midlands Trains, Aggregate Industries, BDO Stoy Hayward, several City & County Councils and dozens of SMEs and individuals.

"Kate has received universal acclaim from our corporate clients whose time with her achieved results ranging from a significant polish to a total transformation."

Clive Hook, Clearworth: (Leadership Programme Director, EDF Energy)

Broadcast Training

Kate Lee is also an established coach for the UK broadcasting industry, where she has trained hundreds of radio and television presenters and journalists for the BBC and throughout the independent sector from new talent to evening news presenters.

Broadcast clients include: BBC Radio & TV, ITN, ITV, Channel 4 News, LBC, Heart fm, Capital Radio, Smooth Radio, Classic fm, Talksport and dozens more independent stations.

"Kate is great. She instantly helped me identify what I needed to do to improve my voice, and how to do it. A delight to work with." **Keme Nzerem, Channel 4 News**

Kate Lee Communications Training and Coaching also includes:

- Business Presentation Skills**
- Influential Communication Coaching**
- Lead & Manage with Impact & Influence**
- Raising Personal Presence & Impact**
- Executive Voice Coaching for Leaders and Entrepreneurs**
- Professional Voice Coaching** for Broadcasters, Telephone Professionals, Public Announcements, Trainers, Coaches & Teachers. Bespoke Programmes
- Public Speaking**
- Career & Interview Coaching**

