

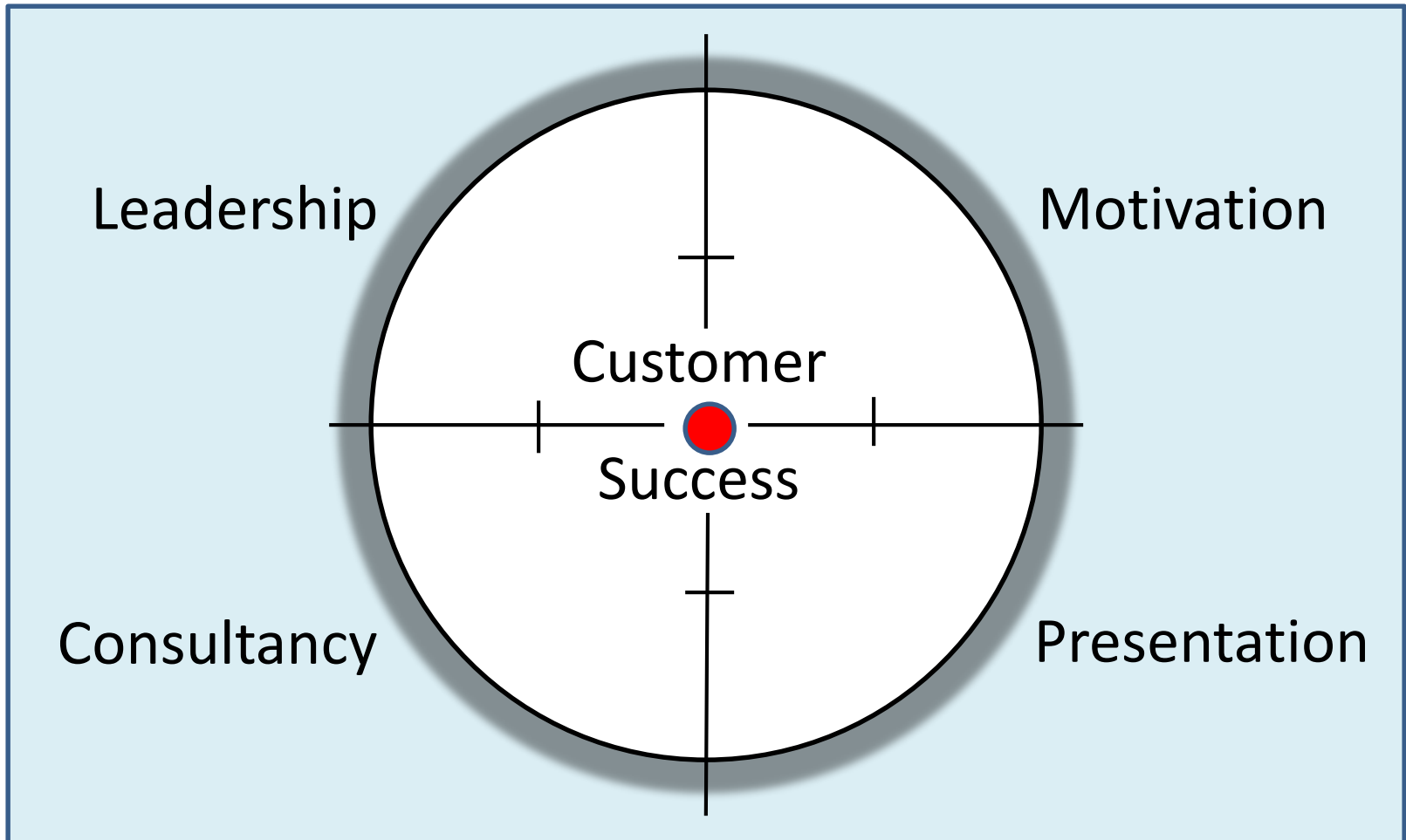
Mike FitzGerald



- **Mike is a Customer Success Manager** at Micro Focus and has built a deep experience in the IT industry over the last 22 years covering sales, marketing, indirect channel and support management across EMEA.
- **He also provides Consultancy and Training** in key skill areas such as Communication, Consultancy, Motivation and Leadership to external companies who value his high-energy style of engagement to develop their teams and individuals.
- **Living in Germany since 2000** he has also balanced his life with:
 - Building a house and raising 3 children with his wife.
 - Aikido, Schuetzenverein and Jaeger activities.

Mike FitzGerald

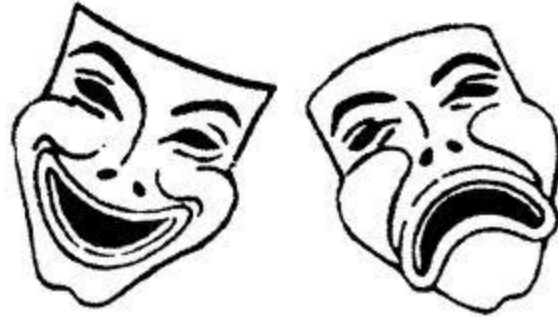
Consultancy – Training - Motivation



Mike's Service Catalogue

- Understanding and Using Motivation
- Professional Presentation Skills
- Consultancy Selling
- Leadership/Management
- Collaboration for Success
- Facilitation & Moderation of workshops/events.
- Channel Strategy, Recruitment and Development
- Business Planning with Teams & Partners
- Cross-Team Project “Breakthrough” Workshops
- All courses are tailored to your specific needs & audience.
- Other topics can be built & delivered upon request.
- Please contact me at mikefitzger@gmail.com to discuss.

Presentation Skills



An Introduction to Professional Public Speaking Skills

Mike FitzGerald

Consultancy - Training – Motivation

mikefitzger@gmail.com

Fear and the Art of Presentation



Death #7



Public Speaking #1

The Golden Rule

- You are the Presentation
- NOT PowerPoint!
- Constant Improvement

“If you think you can, you can. And if you think you can't, you're right.” Henry Ford

Introduction

- Effective Communication
- Visibility
- Respect
- Give yourself a chance
- Delivery > Content



Abe Lincoln
Orator & President

Information Flow

- Sending & Receiving
- Conscious & Subconscious
- Face 2 Face
- Voice 2 Voice
- Delivery V Content



“Message received”

You

- Stance
- Voice & Vocabulary
- Breathing & Pauses
- Eye Contact & Speed
- Movement & Entrance
- Touch – Turn - Talk
- Cognitive Dissonance
- Energy



No words, no slides.

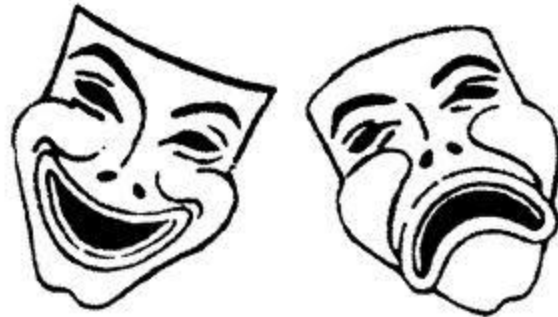
Summary

- The Audience
- Be in the Moment
- Enjoyment
- Mastery
- Perseverance



Life is NOT a
dress rehearsal

Presentation Skills



The End - Or Your Beginning?

Mike FitzGerald
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