

Using Your Mind... (all of it)

Most people only use part of their mind when they communicate. Statistics tell us that the majority of people think in pictures, but the people who communicate in pictures are missing out on a huge audience that is traditionally called “the minority”.

Find out how to better understand your audience’s preference and align yourself to it to sell more and keep your clients happier.

Mind Your language

If you are not rich enough yet, ask yourself whether you understand exactly why people buy from you. This one day workshop explains how to use psychology to sell far more.

Powerful marketing comes from good communication and being totally sure what it is your selling, who's going to buy it and why.

Bad marketing does not work at all.

One client quoted a turnover increase of 900% after engaging the services of Myo International, which enabled him to expand and eventually sell his business during the economic downturn.

The Why Knots

Negative language can tie you in knots and make sure that your customers never buy from you.

Have you ever said "**why not try this?**" or "**why don't we go here**" or "**don't forget to visit our website**", or some other sentence which uses negative language? People do it all the time.

This half-day training session explains the pitfalls of using negative language to sell.

Great Meetings

Remove nervousness, destroy negativity and relinquish imposter syndrome. You ARE worth being there, you WILL make a sale and you CAN get everything out of the meeting that you want to. This one day training course teaches how to be supremely confident in meetings and portray the right energy by addressing your look, posture and tone as well as looking at your internal systems which will allow your confidence to grow and show!

Body Language & Why NOT To Trust It

Body language is a wonderful subject but not the most reliable. If you think that crossed arms means that you are defensive, you need to take a course on body language that recognises context.

By reading body language incorrectly, problems can arise. People say that a little knowledge can be dangerous and this is certainly the case with body language.

Presentations: The Black Screen of Power

Great presentation does not mean reading from a PowerPoint slide. The best presentations often involve turning the computer off. How can you get confidence when the computer goes black?

This one day workshop explains how posture, tone and eye contact can serve to captivate an audience and provides one-to-one tutoring in presentation skills with power.
