



Shoana Prasad, founder and principal of Glenwood Consulting Group, brings over 15 years in Executive development training to her client portfolio. Shoana's career began with the Toronto International Film Festival amongst other festivals and film markets both in Canada and the US. Beyond her 5 years coaching international studio Executives, she spent the next 10 years in private practice where she led senior Executives of Fortune 500 companies to the podium, time and time again.

Her background in education and theatre offers a practical approach to authentic communications necessary in today's corporate boardrooms. Her process and professional philosophy help her clients find congruency in body language, vocal tone, and verbal content.

Shoana offers group training, one-on-one counsel and executive branding.

Today's leaders need to sell ideas, communicate vision and move people to action. Creating trust and credibility is essential in the boardroom and at the podium. Whether you are at the top, or on your way, your ability to connect, influence and persuade is what great communications is all about. Nothing is more powerful than the spoken word.

**Glenwood Consulting Group helps you connect.
Three layers of counsel are available:**

*Presentation Training
One-on-one Executive Coaching
Executive Branding*

PRESENTATION

Presentation training is available for departments or corporate groups to help each member identify present strengths as well as areas for further improvement. This training offers a structure and path for each members vision for the ultimate in presentation skill and style.

Our Approach

ACKNOWLEDGE *present skill & style*

DEFINE *desired presentation style*

REHEARSE GCGinc. *techniques with hands-on coaching*

ELEVATE *to connect & move your audience to action*

Each program is personalized and tailored for each client group. Corporate cultures, department nuances and individual personalities are all taken into account when we craft a program geared for individual development and success. Theory, context and personal coaching with ample opportunity for rehearsal is made available throughout all of our training.

Program Elements

- Discover or elevate your presentation skill and style
- Deal with presentation nerves
- Create a conversational presentation style
- Learn techniques to think quickly on your feet
- Organize thoughts for any communication encounter or presentation
- Understand how to handle tough questions
- Manage difficult or hostile audiences
- Understand what it takes to communicate with senior audiences
- Write and deliver an effective introduction
- Use story as a framework for corporate presentations
- Deliver a mass amount of information in a short amount of time
- Deliver technical presentations
- Voice work including voice modulation, pitch and volume control
- Understand how to read your audience to know you are meeting their needs
- Understand how to use space and distance to create intimacy with an audience
- Create audience centered content
- Create sound bites for audience retention

Presentation training of this level is appropriate for those at a beginner or intermediate level of presentation experience. It is a perfect starting ground for a new department or restructured teams. This level of training allows for a consistent and cohesive understanding across all team members.

Tailored programs are available in half-day sessions with a maximum of 6 people per session. To cover several areas of focus, multiple sessions are advised.

For skill sustainability and further individual development, one-on-one Executive coaching is advised, post group training.

ONE ON ONE

For a more evolutionary approach, one-on-one Executive Coaching is available.

One-on-one Executive coaching allows Executives a confidential environment to improve one-on-one communication skills, increase boardroom presence and be more effective in formal presentations. This type of coaching helps Executives to identify areas of improvement, understand where communication gaps with peer groups and senior audiences may exist and offers practical hands-on solutions to meet those challenges.

Our Approach

DEFINE success

IDENTIFY communication gaps & opportunities

DEVELOP plan & path

REHEARSE GCGinc. techniques with hands-on coaching

EXECUTE revise & maintain

Executive coaching is appropriate for those of the entry level, middle managers and senior management. The agenda is built in cooperation with the client and the work is conducted over a series of meetings.

Each program is designed specific to each client. Program elements below may offer suggestions to meet client needs.

Program Elements

- Discover or elevate your presentation skill and style
- Deal with presentation nerves
- Create a conversational presentation style
- Learn techniques to think quickly on your feet
- Organize thoughts for any communication encounter or presentation
- Understand how to handle tough questions
- Understand what it takes to communicate with senior audiences
- Increase credibility with senior audiences
- Write and deliver an effective introduction
- Use story as a framework for corporate presentations
- Deliver a mass amount of information in a short amount of time
- Deliver technical presentations
- Voice work including voice modulation, pitch and volume control
- Understand how to read your audience to know you are meeting their needs
- Understand how to use space and distance to create intimacy with an audience
- Create audience centered content
- Create sound bites for audience retention
- Handling objections and difficult people
- Managing difficult or hostile audiences
- Write and deliver an effective introduction
- Leading and facilitating skills
- Crafting key messages of personal & career achievements
- Identify scenarios to exercise key message effectiveness

EXECUTIVE BRANDING

For a focused approach to Executive profiling, Executive branding is available.

Executive branding is a process of examining your core values, strengths, communications habits and skills to determine your unique value proposition to your department, company or industry. With clarity around your unique offering, you are able to position yourself specific to your strengths and level of expertise to be the best Executive asset to your company.

Our Approach

DEFINE *Executive brand*

EXPLORE *opportunities & scenarios to build brand*

BUILD *awareness, skills, key messaging*

REHEARSE GCGinc. *techniques with hands-on coaching*

IMPLEMENT *plan*

MAINTAIN *& revise as necessary*

Executive branding is appropriate for those of the middle management and senior levels. This process sets out a clear plan and path over a series of meetings to determine your Executive brand and how to execute your brand through effective communications.

Each program is designed specific to individual client needs.

Program Elements

- *Outline professional roadmap*
- *Identify areas of strengths*
- *Identify areas of improvement and greater effectiveness*
- *Identify where skill gaps exist*
- *Review values for professional conduct*
- *Brainstorm areas of opportunity to build brand*
- *Brainstorm areas of opportunities for relationship building via networking*
- *Craft key messaging of professional and personal achievements*

All of our training is done with video recording for additional self-awareness and further growth. Recording of all meetings can be provided on DVD, memory stick, or Quicktime download to PDA applications.

CONTACT

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TRAINING LOCATION

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