

An Audience with **Charisma**



The secret to releasing your authentic power



DEVELOPING CORPORATE CHARISMA

with Nikki Owen UK's Leading Expert in Corporate Charisma

An Audience with Charisma

Global research by Hewitt Associates, pioneers of measuring employee engagement in the early 1990s, established that employee engagement is significantly higher within companies that are enjoying double-digit growth. This is a view shared by 'The Sunday Times Best 100 Companies' who recognise that a more engaged workforce is a more successful workplace. Subsequent studies and research have consistently found that one of the quickest and most effective ways to build high engagement is by developing authenticity and charisma within leaders, managers and high potentials.

Who is it for?

Talent and High Potentials, Executive Board Members, Managers and Team Leaders, Client facing Executives, Trainers, Coaches and Consultants. (See page 8 for more information)

Learning objectives

- Appreciate the impact of charisma for an individual and their organisation
- Define charisma and learn the blueprint to develop an authentic presence
- Experience the 5 internal attributes that develop charisma within everyone
- Understand the factors that erode energy and confidence
- Identify a personal vision that evokes a strong emotional response
- Develop EIQ to achieve balanced communications from the head and heart
- Build self-worth and recognise the power of being authentic

Techniques and approach

Blends a number of techniques inspired from Quantum Physics, Epigenetics, Noetic Science, Emotional Intelligence, Neuro Linguistic Programming, Kinesiology, Control Dramas, Transactional Analysis, Reiki, Dowsing and Behavioural Modelling

Logistical information

A 2-day open programme that includes pre and post seminar profiling to measure and assess individual development requirements and improvements relating to their personal charisma.

*“Charisma is an **authentic** power that captivates the hearts and minds of others”*

Nikki Owen, UK's Leading Expert in Corporate Charisma



The Case for Developing Corporate Charisma

A quiet revolution amongst discerning businesses looking for growth rather than survival have shown that simply by developing their leadership team's charismatic potential has an almost instantaneous impact on their bottom line. Having dedicated the last three decades to investigating how charisma benefits organisations, Nikki Owen, UK's Expert in Corporate Charisma, recognised the strong link between double-digit growth, high workforce engagement and the level of charisma demonstrated by leadership and senior management teams.

Today's Leadership Qualities

With a rapidly changing global economy, today's corporatism needs to adapt quickly and decisively to enable effective transitioning. Change often challenges employee morale meaning that the ability of leaders and managers to inspire, reassure and unite is more vital than ever before. Leadership qualities that worked well in yesterday's environment can be perceived in today's climate as traditional, out dated and often inadequate. Increasingly, Leaders at organisations that are achieving double-digit growth recognise that to change and empower the mindset of an organisation's talent requires something more than a standard development approach.



Charisma Definition

It has been long understood that all learning, behaviour and change happen at an unconscious level, therefore to provide mindset development solely in a logical, left-brain way will be completely ineffectual. The charismatic attribute goes a long way towards generating sustainable growth because according to Nikki Owen, UK's Leading Expert in Corporate Charisma, it is "an authentic power that captivates the hearts and minds of others."

"Attempting to change external traits dilutes authenticity and blocks the flow of charisma."

Nikki Owen

The Case for Developing Corporate Charisma



Shaping Talent and High Potentials

Charisma also plays a major role with shaping the mindset of high potentials and talent so they become far more flexible and responsive to the emotional turmoil that strategic change can inevitably create within the workforce. Many forward thinking organisations that naturally see engagement as an essential component for achieving double-digit growth, have chosen to invest in today's talent by introducing charisma as a core competence. Yet, charisma is not a set of behaviours than can be taught conventionally, because the minute you 'try' to install a new behaviour you will hinder and compromise an individual's authenticity. By working from a charismatic mindset perspective, the expression of behaviours becomes individually congruent, authentic and genuine.



Embracing New Development Methods

Over the years, organisations have been slow to embrace new ideas and in turn, NLP, Emotional Intelligence and Social Media were dismissed as 'airy fairy' and lacking commercial relevance. Today these same organisations are routinely incorporating these methods into their leadership and talent development programmes. Organisations that view charisma as an intangible and not relevant to their commercial environment are missing a trick, and may wake up to find that their competitors have a unique advantage that can only be attributed to the charisma of their high potential talent and their leadership teams.

Charisma builds engagement. Charisma wins the hearts and minds of others. Charisma connects an organisation's vision into a personal and emotive quest with every employee. Charisma is today's corporate 'must have' because of what it can leverage in terms of an organisation's potential.



An Audience with Charisma

An Audience with Charisma is a 2-day seminar guaranteed to build increased charisma, presence and impact to enable higher levels of workforce engagement. Designed and delivered by Nikki Owen, UK's Leading Expert in Corporate Charisma, delegates are taught how to connect with and release their charismatic potential for an instantaneous impact on their energy, authenticity and confidence.

Outcomes and deliverables

INDIVIDUAL BENEFITS After attending An Audience with Charisma, individuals will possess:	BENEFITS TO ORGANISATION After attending An Audience with Charisma, organisations will possess:
Enhanced personal impact and improved ability to influence, engage and inspire	Strong Cultural Architects for positive thinking and a 'can-do' mindset
More confidence in own ability	Greater loyalty from high potentials and talent because individuality is recognised
Increased energy, improved performance and productivity	Strengthened relationships that build loyalty and lasting bonds for improved teamwork and collaboration
Higher levels of Emotional Intelligence for stronger working relationships	Increased resilience and mental toughness to problems/challenges/changes/crisis situations
Increased motivation, enthusiasm and dynamism	Improved productivity/output/efficiency
An emotional connection with their organisation's vision leading to improved job satisfaction	Lower attrition rates and improved workforce retention

An approach blended from:

Quantum Physics	Noetic Science	Epigenetics
Emotional Intelligence	Control Dramas	Transactional Analysis
Neuro Linguistic Programming	Reiki and Kinesiology	Dowsing
Behavioural Profiling	Matrix Reimprinting	Emotional Freedom Techniques

Comprehensive support

To provide a safe learning environment and to ensure that new techniques and concepts are mastered and applied, each seminar is restricted to less than 50 delegates and includes a number of support staff. The Charisma Support Team are qualified in NLP and EFT techniques and have been through a rigorous evaluation process before receiving their charisma accreditation standard.

Capturing the visual transformation

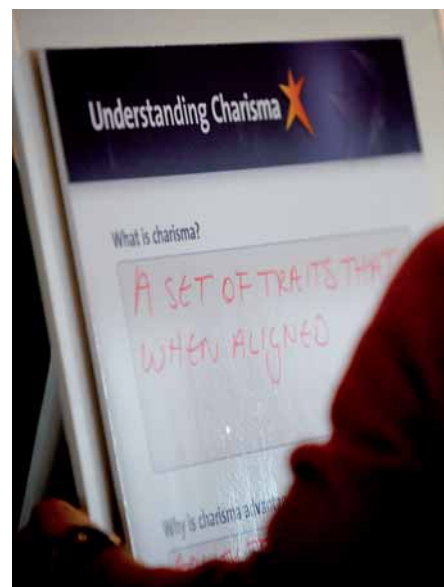
A top photographer is present for both days to capture the journey that delegates evolve through. A series of poignant and emotionally charged photographs of each event can be downloaded by each attendee, free-of-charge from a password protected website.

Post – Seminar Reinforcement

Nobel Prize winner for medicine, Eric Kandel states that a new memory created from a learning experience, doubles the number of neurons in the brain. Without regular reinforcement the new memory will disappear in 3 weeks. In 2004, Nikki Owen and Vic Conant, President of Nightingal Conant embarked upon the world's biggest ever piece of sales research collecting data from 2663 organisations*. One important finding reinforced Kandel's theory that 93% of a traditional training programme is forgotten unless a reinforcement process is implemented and followed.

Charismatic Conditioning CD

Each delegate receives a cutting-edge charismatic conditioning programme that works directly with the unconscious mind and blends Binaural Beats technology with hypnotic techniques. Key learning points from An Audience with Charisma are installed as an unconscious competence ensuring attendees integrate their charismatic potential. Research conducted by scientist Hugo Jenks based on the efficacy of this method, found that by listening to the conditioning programme three times weekly for three weeks following the seminar, ensured that transformation attained during the seminar was sustained.



Self-Esteem Gift Box

During the seminar attendees are given a Self-Esteem Gift Box that uses accelerated learning techniques to build self-worth and confidence. This box plays an important role in 'triggering' post seminar reminders and encourages the ongoing investment in developing esteem needs.

Integration Sessions

The Charisma Team offers a set of three; one-hour intensive charisma conditioning sessions delivered using Skype. (Prices available from your seminar host). These powerful sessions accelerate the changes created during the seminar and remove further negative emotions and blockages that maybe preventing a greater flow of charisma. Emotional Freedom Techniques form the core of these sessions and work by encouraging the individual to gently 'tap' on specific energy points within the body to help release negative emotions and limiting beliefs.



*The 5 Most Dangerous Trends Facing Sales Leaders Today

Measurable Benefits and ROI

Trial information

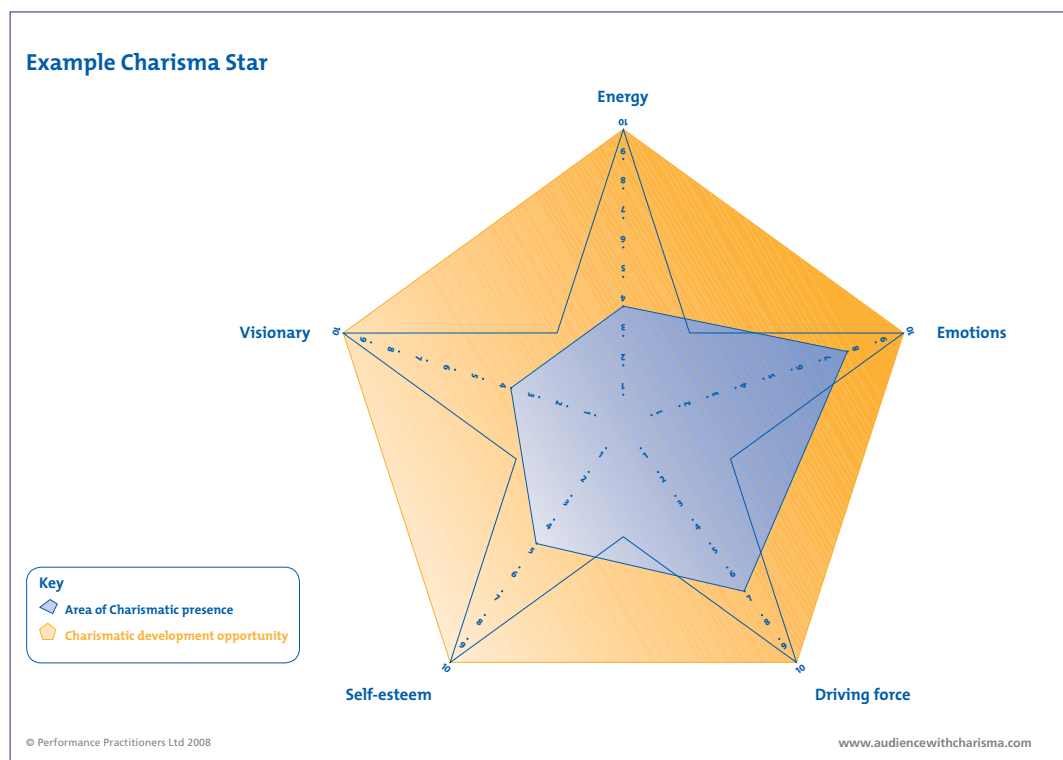
34 delegates who attended one of the Audience with Charisma seminars were involved in a trial to obtain evidence of corporate value. The following results are based on contributions from 19 women and 15 men with an average age of 41 years. Delegates were asked to indicate increases in 10 different attributes based on a 0 - 5 rating. (0 being no difference moving up to 5 being 100% perceived improvement). These ratings were then expressed in percentage terms. The average percentage increase for the total respondents is shown below:

Results

ATTRIBUTES	INCREASE
Energy	88.90%
Being yourself/Authentic	82.36%
Charisma	79.58%
Engagement from others	75.68%
Sensory awareness	72.36%
Enthusiasm	69.58%
Inspirational/inspired	66.89%
Confidence	63.50%
Powerful	45.20%
Balanced mindset (reduced stress)	31.80%

Online charismatic profiling tool

Delegates are asked to complete a self-assessment tool based on 100 behavioural-based statements that indicated their percentage of charismatic potential currently being utilised and their scores across each of the 5 elements of charisma. Delegates are encouraged to complete this online profiling tool again 3 weeks after attending the seminar to provide tangible evidence of their improved overall charisma.



Target Audience

WHO	WHY	TESTIMONIAL
Talent and High Potentials	Develops flexible thinking to create future leaders with ability to win 'hearts' and 'minds'	<i>"Powerful, energising and fun. Made me recognise my potential and increased my self-esteem."</i> Susie Williams, Franchise Project Co-Ordinator, Orange
Executive Board	Enhances their ability to engage and helps to build a personal emotive association towards vision and corporate values.	<i>"Outstanding. Some impressive insights into this rarely discussed subject."</i> Andrew Morris, Chief Executive at Academy for Chief Executives Limited
Managers and Team Leaders	Builds a strong bond amongst team members and increases motivation and improves communication flow.	<i>"Wow! Fun, challenging, thought provoking, pushes you to engage in new experiences."</i> Martin King, Head of Relationship Management, Royal Bank of Scotland
Client Facing Executives	Improves personal impact and increases level of influence. Develops stronger working relationships.	<i>"A splendidly different seminar that engages heart and mind. Reinforces the power of self."</i> John Green, Head of Corporate Sales, Parcelforce Worldwide
Trainers, Coaches and Consultants	Increases number of people focused tools to improve learning interventions.	<i>"I have felt quite different. People and noticed the change - my attending the seminar has already had a ripple effect on others."</i> Jane Williams, Learning Solutions Designer, Tesco Stores

"Brilliant! Less a seminar - more a life changing event."

Lorraine Jackson, Head of Strategic Policy, Office of Legal Services Complaints Commissioner



Testimonials

“Each day, I have felt the power and energy of the event still washing over me. This is a truly wonderful feeling.”

Angela Tickner, Learning and Development Manager, Yell



“A real experience! Really enjoyed it - highlighted my blind spots and made me think differently. I liked the connection between logical/rational theories and the emotional/mindset measures and reactions.”

Martin Cooper, Director and Head of Major Corporates, Lloyds TSB Commercial Finance

“This seminar has had a long term effect on me. I feel clear about my motivations and confident in my abilities to achieve this. People’s progress was monitored constantly - the evidence of change is literally before your eyes.”

Rachel Williamson (King) Talent and Development Manager, The Guardian Group

“Prepare to be taken on an intellectual and emotional voyage of discovery! I know I feel different, even today several weeks on.”

Stephanie Colebrooke, Change business Partner, AXA PPP Healthcare

“A fantastic two days in a brilliant venue. Privileged to have been able to spend those days with such a charismatic bunch of people.”

Jeremy Pert, Head of Fulfilment New Business, Royal Mail



“What an experience! I can honestly say this course is one of the best courses I have attended. A real roller coaster but worth every minute.”

Angel Conley, Learning and Development Manager, Virgin Holidays

“An amazing and liberating experience. It’s given me the confidence to trust my instincts and to be true to myself. I have witnessed a similar transformation in my BDU leadership team who are able to build high levels of engagement.”

Claire Chant (Newbould) Head of Corporate Sales, The Open University

“I have worked with Nikki - what a difference someone can make in your life in a short span of time.”

Ian Hunt, Managing Director, Fibre Technologies Limited

For more testimonials and reviews from hundreds of attendees from a variety of organisations visit www.audiencewithcharisma.com

About Nikki Owen

Nikki has dedicated the last 21 years to the development of individuals working at all levels of large international organisations ranging from customer facing staff to board members, Country leaders and senior managers.

Nikki is the creator of the award winning development toolkit – The Sales Activator® that won universal acclaim for changing the face of learning in the future. She has developed and implemented over 150 different customised learning solutions for organisations across all sectors and has a reputation for outstanding levels of innovation and creativity.

Following a 32-year study into charisma and whether it can be replicated in others, Nikki developed and delivered her first public seminar held at Shakespeare's Globe Theatre titled An Audience with Charisma that generated huge media interest. Nikki has discovered a way to increase an individual's level of charisma within 48 hours and provide tangible evidence of increase. Nikki's techniques, including The Self-Esteem Gift Box™, The Symbol of Star Quality™ and Transcendental Drivers™ are at the frontiers of development.

Nikki is a Master Practitioner and Certified Trainer of Neuro Linguistic Programming, Reiki Level 2 Practitioner, EFT Level 2 Practitioner and Matrix Reimprinting Practitioner.



Nikki Owen UK's Leading Expert in corporate Charisma

Publications

"Release Your Hidden Charisma" Written and produced in 2008. Based on research with corporate leaders and celebrities to discover the keys to possessing charisma.

"The 5 Most Dangerous Trends Facing Sales Leaders Today." Written and produced in 2004 with 2663 organisations globally.

"A Second Chance to Live" – Book published by Bantum Press in hardback (1992) and by Corgi in paperback (1993) Subsequently published in 16 further countries.

"Nikki is the charisma queen. Her programme 'Audience with Charisma' will take your impact and influencing skills to a whole new level. Watch out for her too on one of her frequent TV Expert slots." Lindsey Agness, Bestselling Author, NLP Expert

"An Audience with Charisma was stimulating, challenging and thought provoking. Nikki was a superb facilitator who genuinely cared about making a difference to each delegate." Stuart Lowry, Training Development Director, Capita Learning & Development

"Thank you for a fantastic experience. You truly inspired me." Lara-Elizabeth Hug, Learning & Development Partner, Merck.

"The whole seminar was brilliant. Nikki, you have changed my life. I can honestly say that I have never been in a situation where it has had such a profound and dramatic life changing experience." Nick Alvarez, Operations Manager, Siemens

"Nikki Owen is probably the most energetic, enthusiastic and inspirational person I have ever encountered! Truly brilliant, she regularly leaves you speechless with her unique combination of charisma, creativity and caring." Jo Rheim, Training Manager, Scope Charity

"I was delighted by the creative and thought provoking approach. Nikki shows her passion, professionalism and care throughout the event and creates a space for people to rediscover their true potential." Kim Stanbrook, Head of Organisational Development, BT Group

"Nikki is simply amazing – a top notch learning professional who is definitely my personal charisma icon. I would encourage all to attend her Audience with Charisma seminar!" Niina Turunen, Global Learning & Development, Shell International

"Huge volumes of energy, inspiration and deep self-awareness. Nikki is the most charismatic speaker I have ever experienced." Tara Mullen, Contact Centre Director, Affinion International

"I have seen many speakers in the 16 years I have been developing the Academy. Nikki was one of the best. Her subject Charisma is well researched, creatively delivered, never a dull moment." Brian Chernett, Chief Executive Officer and Trustee at The ELLA Foundation

"Very interesting and engaging. Good balance of research and practical exercises. Made me more aware that I need to be more aware of my feelings and emotions" Martin Wing, Managing Partner, Kepner-Tregoe

*To reserve your place please contact
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or visit our bookings page

www.audiencewithcharisma.com/booking/