



BODYTALK

THE SCIENCE OF COMMUNICATION



RICHARD NEWMAN

MEET YOUR SPEAKER

EXPERT IN BUSINESS STORYTELLING



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Richard Newman is an award-winning expert in Leadership Communication and Storytelling.

Richard began his research in 1995 by **living in a Tibetan monastery** in India for 6 months, teaching English. His landmark study on communication was published in the Journal of Psychology in 2016.

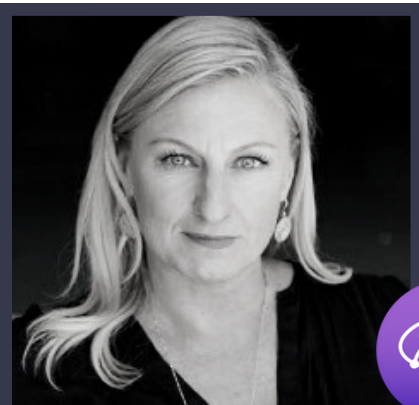
Richard's **clients include CEOs, Vice-Presidents and leadership teams** across many industries, including Microsoft, Virgin and 3M.

In 2014 he won the **Cicero Grand Prize for Speechwriting Award**, the most coveted award for speechwriting.

Richard has been featured on BBC TV and Radio, Sky TV, in the Daily Mail, The Guardian and Forbes Magazine.

Richard's team have trained **over 100,000 people, from 46 countries**. One client gained over **\$1.5 Billion in new business**, in one year, winning 100% of their pitches, by improving the way they communicate.



 **TESTIMONIALS**

"Richard is **the rockstar of communication!** He is a master at teaching these skills, I have seen his strategies turn ordinary people into superstars!"

Di Macdonald - Former Head of Learning at Apple, L'Oreal, and Expedia



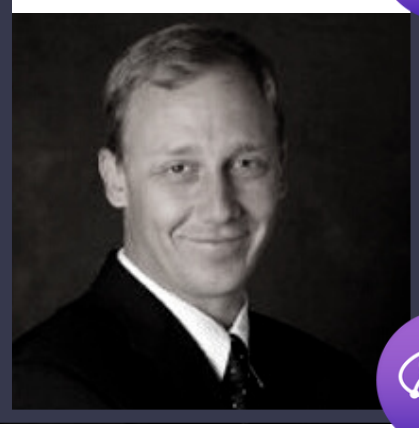
"These strategies transformed the way our team communicate, **accelerating our progress** and increasing our success. Richard has a rare skill for teaching powerful techniques in a dynamic way and delivering real-world results."

Nick Bonney - former Head of Insights at Camelot



"We have booked Richard four times to speak to audiences of 1000 people, in Europe and Las Vegas. The techniques he teaches are **world class.** He has electrified our team and boosted our results."

Ait Voncke - Senior Vice President, Expedia



"Richard Newman is **one of the most inspiring and incredibly creative teachers of communication** I've come across in my career. His session at our conference was outstanding."

David Murray - Director of Professional Speechwriters Association, award-winning journalist, bestselling author

 **KEYNOTE TOPICS****1/ PERSONAL IMPACT, GRAVITAS & INFLUENCE**

Discover advanced **body language and voice techniques** that allow you to increase your influence and impact, with examples from speakers and leaders who inspire us to listen.

Richard's breakthrough research will show you how to dramatically increase your gravitas, authority and impact. You can **convince 42% more people** with your sales pitch, **increase your leadership ratings by 44%** and even **win 59% more votes in an election**, by avoiding common habits and learning critical strategies

This interactive Masterclass includes:

- **Lights, Camera, Action** - learn the professional strategies used by broadcast journalists and TV presenters, so that you can increase your virtual impact
- Gain effective **body language techniques** that boost your **personal presence** and gravitas, through making small changes that create a big difference
- **Adapt your style** to the needs of your audience, **becoming a dynamic communicator** to enhance your meetings with different people
- Interactive Q&A and activities throughout the session, so that you can immediately apply everything you are learning and increase your results



 **KEYNOTE TOPICS****2/ STORYTELLING**

Discover the essential elements that all **effective business stories** must have, in order to **captivate your audience**. Learn how to **increase your personal influence** and make ideas happen through the art of storytelling.

This interactive Masterclass includes:

- Learn the **PRO storytelling method**, as used by successful business people, to make your ideas compelling, clear and memorable
- **Make complex messages come to life** with simple tools that ensure you captivate your audience
- Discover how to **get your audience to take action** after your meetings, winning buy-in and creating momentum behind your ideas
- Apply this to **every area of communication**: on the phone, email, virtual and face to face interactions and for handling challenging conversations.





3/ PEAK PERFORMANCE MINDSET

Learn how to **overcome challenges** and **achieve a peak performance mindset**, so that you are able to perform at your best in important meetings, with strategies you can use before and during the event to ensure you gain the results you deserve.

This Masterclass includes:

- **Priming** - learn how to reach a peak state in your mind before important events, so that you can achieve more tomorrow than you did yesterday
- **Anchors** - develop simple anchors that bring you back to your best self, which you can use before and during key events, to get the results you deserve
- **Defying the demons** - learn to overcome the nagging doubts and worries that can hold you back, by overriding them with peak mindset techniques
- **Actions** - how we hold ourselves, how we breathe and what we focus on, all work together to change the impact of our actions. Learn how to take charge and make sure that everything you do is helping you to achieve your goals
- **Real event readiness** - apply everything you have learned to an upcoming event, so that you are ready to perform at your best.

