



POWER IN EXCELLENCE

UNLEASH YOUR BRILLIANCE



www.powerinexcellence.com

INTRODUCTION

Power in Excellence was founded by Dr John McMahon to provide a psychology-driven approach to management issues. John built a successful career in sales, marketing, and strategy prior to founding Power in Excellence. He held senior positions at KLM, Thomas Cook, and WPP among others. During his career in business, he studied psychotherapy techniques and began applying some of the approaches in a business context, in particular to sales, negotiation, and senior leadership. The results were so compelling that John decided to found Power in Excellence to provide a vehicle to share these amazing techniques with other senior business people and leaders.

The approaches used at Power in Excellence have solid foundations in research and have been proven to be highly effective. John himself holds an MBA, and a PhD in Management and Psychology, and wrote his thesis on the impact of perceived powerfulness on individual performance. He created these unique programs by combining his love of business and his passion for understanding what drives success.

Power in Excellence is proud to have been invited to work with many clients all over the world from Europe to Australia, and from North America to Africa. Here are just a few of our clients to assure you that you will be in good company when you choose Power in Excellence.



LEADERSHIP EXCELLENCE



Are you ready to lead your team to unparalleled success? Do you aspire to cultivate a culture of innovation, collaboration, and peak performance within your organisation? Our transformative Leadership Excellence Program is designed to empower you with the skills, insights, and strategies needed to become an exceptional leader and drive your team to new heights! At Power in Excellence, we recognise that effective leadership is the cornerstone of any thriving organisation. Our comprehensive Leadership Excellence Program is meticulously crafted to equip you with the tools you need to inspire, influence, and guide your team toward achieving remarkable results. When you choose our Leadership Excellence program, you get:

TAILORED CURRICULUM

We understand that every leadership journey is unique. Our program is thoughtfully designed to address your specific challenges and goals, ensuring you receive personalised guidance that is directly relevant to your role and industry.

PROVEN LEADERSHIP FRAMEWORKS

Backed by years of research and experience, our program is rooted in proven leadership frameworks and models. You'll gain insights into leadership styles, communication strategies, conflict resolution, and decision-making techniques that are essential for effective leadership.

INTERACTIVE LEARNING

Our dynamic workshops and interactive sessions ensure that you don't just learn theory – you actively apply your knowledge. Through role-playing, case studies, and hands-on exercises, you'll develop the practical skills needed to lead with confidence and finesse.

EMOTIONAL INTELLIGENCE MASTERY

Great leaders understand the importance of emotional intelligence. Our program includes modules on self-awareness, empathy, and relationship-building, empowering you to connect authentically with your team and navigate complex interpersonal dynamics.

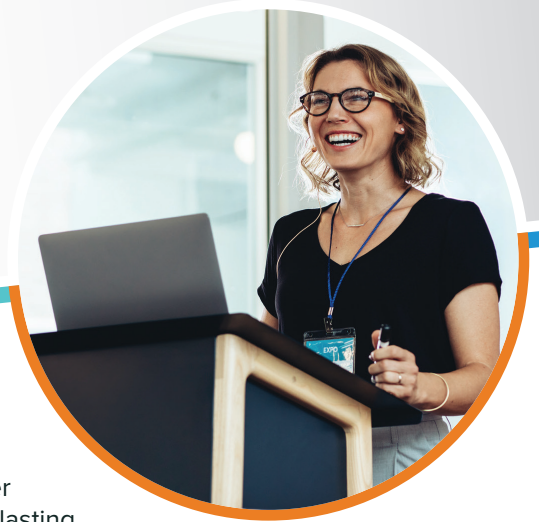
CONTINUOUS GROWTH

Our commitment to your growth doesn't end with the training. You'll have access to ongoing support, follow-up sessions, and resources that will help you refine your leadership skills and continue your professional development journey.

MEASUREABLE IMPACT

Prepare to witness tangible results in your team's performance and overall organizational success. As you implement the strategies and techniques from our program, you'll see increased engagement, improved productivity, and a stronger, more cohesive team.

PRESENT WITH POWER



Master the Art of Captivating Presentations with our Present with Power training! Are lackluster presentations holding you back from making a lasting impact? Are you ready to command the stage, engage your audience, and leave a lasting impression? Our comprehensive Present with Power program is your gateway to becoming a confident and persuasive communicator.

When you choose our Present with Power training program, you get:

TAILORED TO YOUR STYLE

We recognise that every presenter is unique. Our program adapts to your personality, strengths, and goals, ensuring you develop an authentic presentation style that resonates with your audience.

PROVEN TECHNIQUES

Backed by extensive research and practical experience, our training equips you with proven techniques for structuring content, managing nerves, and captivating any audience – from small teams to large conferences.

INTERACTIVE LEARNING

Dive into hands-on workshops that simulate real presentation scenarios. You'll receive instant feedback, refine your delivery, and practice strategies that elevate your impact and influence.

VISUAL STORYTELLING

Learn the art of visual storytelling to make complex ideas relatable and memorable. Master the use of visuals, slides, and multimedia to enhance your message and keep your audience engaged.

CONFIDENCE AND PRESENCE

Overcome stage fright and build unshakeable confidence. Our training focuses on body language, voice modulation, and presence, empowering you to own the stage and connect with your audience. Transform Your Presentations into Unforgettable Experiences!

Imagine captivating your audience from the very first word, holding their attention throughout, and leaving them inspired and motivated. With our Presentation Skills Training, you'll have the tools to turn this vision into reality and elevate your communication skills to new heights. Ready to elevate your presentations?

Unlock the doors to opportunities, influence, and success by mastering the art of impactful presentations. Step into the spotlight with confidence – your journey to captivating presentations starts when you enrol in our Present with Power program now!

EXECUTIVE COACHING



Are you an ambitious executive seeking to conquer new heights in your career? Do you want to unlock your full leadership potential and drive meaningful change within your organisation? Our transformative Executive Coaching program is your pathway to achieving exceptional leadership and igniting unprecedented success.

TAILORED GUIDANCE

Our program is meticulously designed to meet your unique leadership challenges, industry dynamics, and aspirations. Your coaching experience is personalised to address your specific needs, ensuring maximum impact.

UNPARALLED EXPERTISE

Benefit from the insights and wisdom of seasoned executive coaches who have navigated complex leadership landscapes. Our coaches bring decades of experience and a deep understanding of the challenges you face.

STRATEGIC VISION

Whether it's refining your leadership style, enhancing communication, or developing high-performing teams, our coaching empowers you with strategies that drive tangible results and lasting organisational impact.

CONFIDENCE AND INFLUENCE

Overcome obstacles and lead with unwavering confidence. Our coaching equips you with the tools to navigate complex decisions, manage change, and inspire your team to achieve greatness.

SUSTAINABLE GROWTH

Our commitment extends beyond coaching sessions. You'll receive ongoing support, feedback, and resources that ensure your continued development and evolution as a transformative leader.

Unleash Your Executive Potential and Lead with Authority!

Imagine being a visionary leader who drives innovation, shapes company culture, and achieves unprecedented business growth. Our Executive Coaching program empowers you to embody this vision and create a legacy of impactful leadership.

Elevate your leadership prowess, inspire change, and navigate your career trajectory with purpose. Lead with authority and distinction – your journey to executive excellence starts here!

SALES & SERVICE EXCELLENCE



Supercharge your sales success with our Sales & Service Excellence Program.

Are you ready to skyrocket your sales revenue, close deals with finesse, and leave your competitors in the dust? Congratulations, our results-driven Sales Training Program will equip you with the skills, strategies, and mindset needed to conquer the world of sales like a true champion.

Why Choose Our Sales Training Program?

TAILORED EXCELLENCE

One-size-fits-all? Not here. Our program is customised to your industry, market, and specific sales challenges, ensuring you receive targeted training that directly boosts your performance.

PROVEN TECHNIQUES

Backed by years of industry expertise, our program is grounded in proven sales methodologies and research. Learn how to identify leads, build relationships, and close deals with a mastery that sets you apart.

INTERACTIVE WORKSHOPS

Say goodbye to passive learning! Engage in dynamic workshops where you'll practice real-life scenarios, refine your pitch, and master objection handling – all under the guidance of seasoned sales experts.

MINDSET MASTERY

Success begins in the mind. Our training includes powerful mindset exercises to boost your confidence, overcome sales challenges, and keep you motivated even in the toughest of markets.

CONTINUED GROWTH

Our commitment doesn't end when the training does. Benefit from post-training support, resources, and follow-up sessions that ensure your sales success remains on an upward trajectory.

Unleash Your Sales Potential and Watch Your Revenue Soar!

Imagine consistently hitting, and surpassing, your sales targets. Envision negotiating with confidence, building rapport effortlessly, and leaving a lasting impression on every prospect. Our Sales & Service Excellence training program turns these dreams into your sales reality.

Call us to learn more about how our Sales & Service Excellence program can be tailored to fit your needs. Say goodbye to missed opportunities and hello to a future filled with unprecedented sales success. Elevate your sales game and become the sales superstar you were meant to be – your journey to sales excellence starts here!

POWER IN EXCELLENCE TOOLS

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UNLEASH YOUR BRILLIANCE

WITH

Dr John



At Power in Excellence we know that sometimes you just need a quick refresh, or a reminder of what you've been working towards. That's why we are developing our bespoke PiE App (launching early 2024) to hold everything that you learn in a unique area just for you. That means that nobody else gets to see your information or training material. It will be available on your phone any time you need to refresh yourself, so if you need a quick reminder before a sales call, or a blast of confidence before a big presentation, we've got you covered.

Your App is included in your training fees, so there's nothing more to pay, and it covers all the participants in your training program. It's available for iOS or Android and access never expires. In addition to your chosen training material, you will also have access to relaxation downloads recorded by Dr John, and the playlists that he uses during his face-to-face training programs.

Also in the spring of 2024, we will launch the Power in Excellence podcast with Dr John. In this delightful podcast, Dr John will discuss a wide variety of intriguing topics like We are All Liars, or Our Addiction to Being Right. You can also email Dr John if there's anything you'd like him to discuss on the podcast, and he'll certainly look into it. Who knows, you might just come up with the idea for a future episode.

**To enroll or to find out more about how Power in Excellence
can help drive your business to the next level**



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