



Bite-Sized Webinar Programme 2020



www.impactus-group.com



The following is the headline list of all **Bite-Sized Webinars** that are available from IMPACTUS Skills. Many are available as "open access" webinars on set dates and times during the Coronavirus outbreak but all are available as 100% tailored webinars for in-house delivery during the same period.

In-house delivery ensures maximum audience engagement and impact as the content will be tailored to the audience, whereas "open access" content is by its very nature, is more generic and therefore less direct on an individual business by business basis.

We cover 4 main areas of development, all of which qualify for any CPD scheme you may be operating in terms of hours registered and pints allocated.

These 4 main areas are;

- Business or Departmental Strategy
- Supervision, Management & Leadership
- Business & Sales Development
- Soft Skills Development

NICK BRAMLEY

Director of Impact (CEO)
IMPACTUS Group

"Inspiring Performance Excellence – Individual / Team / Business"

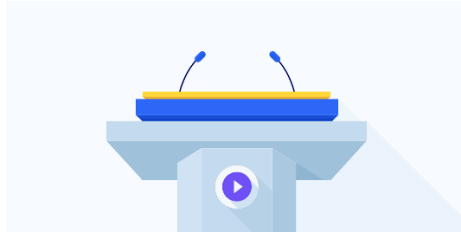
- Sales ■ Business Development ■ Leadership & Management ■ Customer Experience
- Training ■ Consultancy ■ Coaching ■ Keynote & Event Speaking ■ Facilitation

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Business or Departmental Strategy

- Strategic Thinking & Decision Making
- Creating a New Business or Dept Strategy
- The Impactful Marketing Strategy
- Linking Marketing to Sales
- Creating Strategic Growth Campaigns
- Your People Development Strategy
- Creating a Cohesive Culture
- Maximising Your Customer Journey

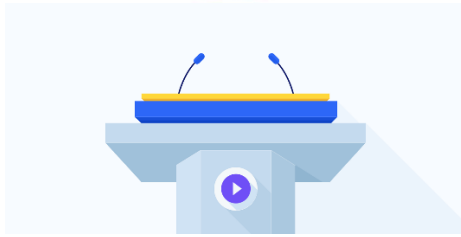
Business & Sales Development

- The Psychology of Sales
- It Starts With Your Strategy
- Prospecting for New Business
- Creating an Effective Sales Campaign
- Make Your Pitch Compelling
- Creating & Managing an Effective Sales Pipeline & Funnel

Supervision, Management & Leadership

- Management v Leadership
- Develop Your New Supervisor
- Develop Your New Manager
- Your Leadership Style – It Matters
- Developing & Managing Talent
- Create & Manage High Performance
- The Art of Effective Communication
- Inspiring Others
- Goal Setting & KPI Management
- Managing Remote Teams
- Managing a Changing Landscape
- Personal Effectiveness
- Captaining Your Team
- Managing Collaborative Projects
- Stakeholder Management
- Creating a Coaching, Mentoring & Developmental Culture





Business & Sales Development, Con't

- Welcome & Manage Objections
- Manage & Maximise Your Margin
- Closing More Business More Often
- The Power of the Telephone
- Convert Inbound Calls to More Sales
- Running an Effective SKPE Call
- Running an Effective Client Meeting
- How to be an External Sales Rep
- Key Account Management Tactics
- Customer Growth Initiatives

Soft Skills Development

- Build Confidence in New Sales People
- Create a Motivating Sales Culture
- Effective Use of LinkedIn
- Networking Skills & Confidence
- Maximise Your Exhibition Performance
- High Impact Presentation Skills
- Keynote & Conference Speaking
- Personal Brand, Professional Impact
- The Power of Influence
- Understand & Motivate Your Customers

The IMPACTUS Skills **Bite-Sized Webinars** run for 90 minutes and are interactive and participatory in design and delivery. Whilst little can replace the delivery of such content in a either a classroom or at a conference, we have worked hard to replicate as best we can the experience and the impact typically delivered by our team.

Watch out for notifications via LinkedIn of the "open Access" webinar dates and times – please connect with Nick Bramley, CEO of IMPACTUS Group [here](#) if you are not already connected to see each notification.

In-house webinars can be delivered at any time to suit the client and the client team(s). For any tailored in-house requirements, please contact Nick Bramley directly.

