



ANDREW KLEIN

'Shine Online' Webinar

Presenting and Pitching to clients, potential clients, teams and stake-holders has always been tricky and unnerving for many people. And doing so *virtually* has simply raised the stakes even higher. Engaging and getting cut-through *online* involves a range of new skills and the ability to adapt, update and re-engineer many old ones.

Andrew Klein's **'Shine Online'** webinars and online keynote sessions help you and your teams develop the skills to pitch and present more effectively in this online environment - whether presenting via webinar, through platforms like Zoom, at team meetings, at virtual conferences or to clients and stake-holders online.



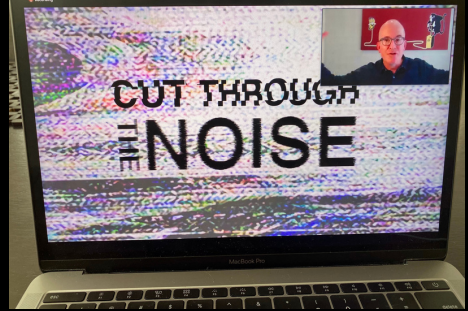
Who is Andrew Klein?

Andrew Klein is the Director of leading Presentation & Pitching Skills training company SPIKE PRESENTATIONS.

As a conference MC and speaker for the past 25 years, Andrew is also highly experienced in presenting to and working with virtual audiences, having hosted a wide variety of virtual conferences - plus he's run countless live webinars as a Pitching / Presentation Skills speaker – so he's well-versed in the art and skills of engaging and educating online audiences.

His clients include **EY, Minter Ellison, QBE, Amgen, Dymocks, Westpac, MLC, Suncorp, CPA (Australia), NAB, Bayer Healthcare, KPMG, Wella, Hotondo Homes** and **BT**.

Presenting from home



What do these webinars cover?

Andrew tailors all his sessions to each client after an extensive briefing. Common content areas include:

- How do online presentations differ from live (in person) presentations and what elements remain the same?
- The importance of simplicity - how to articulate your key messages.
- How shows like Sesame Street contain everything there is to know about engaging virtual audiences!
- Authenticity: How to inject your own personality into your online presentation.
- Presenting from home – ensuring your surroundings look and sound as professional and perfect as possible.
- The importance of interactivity when presenting online.
- The use and misuse of visual aids such as PowerPoint. Why video and visuals are now more important than ever.



What do Andrew's clients say?

"Nailed it!. In late March 2020, when Covid hadn't quite turned into lockdown, Andrew had the foresight to adapt his presentation to help us with how to connect better via video conference compared to face to face. I don't think any of us at the time realised just how important those skills would become! Andrew used the right combination of humour and content to get a crowd of busy, smart people focused on something beyond their day to day role. I strongly recommend Andrew for pitching and presentation training , including online. This is not a "cookie cutter" program and it has had noticeable impact and benefits for the team. Especially now in our age of Zoom and Teams, these skills are even more vital and Andrew can help you and your teams adapt and improve them".

Westpac

"Thank you Andrew for delivering a fantastic webinar to our clients, as always fabulously entertaining and much more interactive than any webinar I've been on so far. You held our attention the whole way through. Full of value, really great content, so many useful tips and tricks to take on board whether you're holding a zoom meeting or delivering a pitch for new business, whether in this Covid19 or post-corona world. Love your work!"

Beaumont People

"A very engaging and informative webinar - 'Delivering Digitally'. Your humour, energy and enthusiasm made sure all participants were thoroughly engaged and enjoyed the experience".

Resources Industry Network

"I attended an online presentation session during the COVID lockdown period for what should have been our face to face Mid Cycle meeting. I was not expecting to be engaged like I would normally be in a "normal" meeting room setting with my team. But, I must say I was pleasantly surprised at the interaction opportunities afforded to us. The presentation skills I have taken away from this and the knowledge I gained, I believe will prove to be invaluable. Andrew was able to capture his audience's attention with wit, creativity and cut through all the "Noise" and help us to know what our pitch is!"

Amgen (Biopharmaceuticals)

"Thanks Andrew for your session on 'presenting virtually' - you brought great insights and ideas for our advisors to take on board to better adapt to these changing times in 2020 and beyond. All delivered in your usual engaging style".

National Mortgage Brokers

"Your energy, humour, clear comfort working online and ability to connect with a virtual audience all over the country was wonderful to witness. Andrew, thank you so much once again".

Professional Conference Organisers Association

"A thoroughly engaging session on navigating Online presenting in the new world. Andrew's training provides great learnings on giving virtual presentations and gave great awareness on distraction triggers that may be working against you. Importantly, his delivery is entertaining with lots of positive tips on story-telling and highlighting your key messages. I've engaged Andrew several times over the last 10 years and his training and advice is always on the money"

Prime Super

More client comments...

"Andrew - your "Online Presentation Skills" webinar session was fantastic!
So engaging, fun, practical and so much engagement online on the chat"
Australasian Society of Association Executives (AuSAE)

"THANK YOU for your great session on virtual presentations and pitching. The feedback from the locals and Singapore staff was fantastic and each and everyone got something out of your presentation"
Australasian Solvents & Chemicals Company (ASCC)



www.andrewklein.com.au

andrew@lunch.com.au