

## Top Service for top performers Punkt.Kommunikation® by Emil Hierhold

### 1. Top Coaching Punkt.Kommunikation® in Person: Executive Coaching



**Your situation:**

- You need to make an important speech
- A critical presentation within the company / group is coming up
- The sales force needs to be convinced or motivated
- You want to make your position clear during a hearing

**HPS offers:**

- A simply, easy-to-follow and credible storyline
- Concise messages that people can remember
- Logical arguments, a clear structure and slides that offer real insights
- Building self-confidence and your personal impact

**The goal: ensuring a persuasive presentation with long-term impact.**

You'll feel a new level of confidence that isn't based on superficial acting tips. You'll know that the contents of the presentation are exactly what your audience wants and expects, that you have a clear and well-supported "story" to tell, and that your messages will hit home. This knowledge and a few simple presentation techniques will give you the power and the personal conviction to persuade and convince others.

### 2. Strategy Strategic Punkt.Kommunikation® within the enterprise



Important strategic changes, entry into a new market, a restructuring process or an investment project, often begin with a superficial briefing and culminate in misunderstandings, expensive unplanned corrections and frustration. Employees, customers, shareholders and partners all find the information they receive confusing, boring or just plain implausible.

**Strategic communication on the part of top executives must be simple, stimulating and credible.**

**HPS offers:**

Find the RIGHT story to tell! The right story is simple, of interest to the target group – and plausible.

Prof. Hierhold can either join the project team (at corporate level) and/or be on hand to advise on and assist in preparing for key presentations by individual managers – allowing all those involved to focus their energy and save time and money. Having him on board will also ensure that the whole management team is conveying the same key message!

## Top Executives' Specials mit Emil Hierhold

### 3. Seminars & Workshops:

Seminars & workshops as practical, hands-on training for small and exclusive groups. Books and presentations can provide input, while a coach can assist in solving tangible problems – but only a workshop or seminar can effectively transfer and optimise skills. You'll learn not only techniques of how to prepare professionally and efficiently, and to improve your personal impact, but you'll also receive feedback (usually supported by video) and specific recommendations tailored to suit your personality and style.

You define who participates, the aims, the resources (time) available and when the seminar or workshop should ideally be held. With Prof. Hierhold you have the assurance that you or your group will get what is needed in order to improve your persuasive power.

### 4. Keynote-addresses and short talks

Effective public speaking is not something you learn just by listening. But a speech can “rattle the cage”, inspire or simply provide top quality entertainment. Prof. Hierhold has an extensive repertoire for all possible (and impossible) target groups and occasions – from 45 minutes to 3 hours, on subjects as diverse as Persuasive Power – Personal Impact – Presentations – Communications – and Sales.

### 5. Remote support: Presentation diagnostics via video feedback

#### Your requirements:

- You are an experienced and successful communicator but understand the need to continue developing or risk being left behind!
- You want to get some honest feedback (for a change) on a presentation or a speech AND some specific tips on how you can improve (content and performance).
- You want to avoid the inconvenience (and costs) of meeting face to face, e.g. because your offices are far from Vienna.

#### The solution:

Record a (real) presentation or send one you have previously recorded to HPS. We'll forward it to Prof. Hierhold who will analyse your performance (structure, visual aids, personal impact, etc.), record his feedback and tips on the video and return these to you with all of the original materials and the bill. With minimal (and easy to schedule) input on your part, you'll receive a concise and targeted expert opinion that you can draw on as a resource to improve your persuasive impact the next time you present.

### 6. Präsentatissimum®: Presentations workshop for top management.

This one-day workshop is aimed at small groups of top executives (max. 3 people - available on request).



Prof. Dr. Emil Hierhold  
Before founding HPS, Emil Hierhold held a series of top positions in sales and marketing for Austrian and international groups. He is also a lecturing professor at a number of universities and colleges and the author of several books on presentations.

**Hierhold**  
STRATEGIC MESSAGES  
PERSONAL PRESENCE

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