



**KEYNOTE SPEAKER
COMMUNICATIONS COACH
PUBLISHED AUTHOR**

Janeen Vosper

IT IS AN HONOUR AND A PRIVILEGE TO SPEAK AT YOUR UPCOMING EVENT

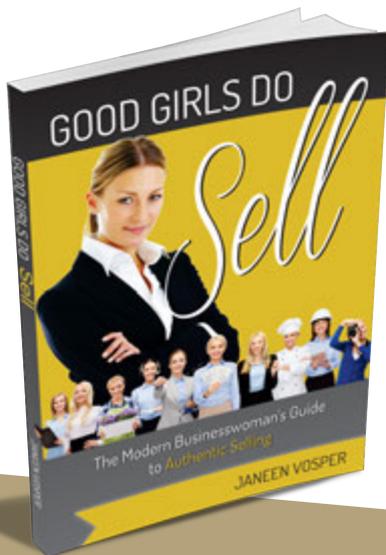
As General Manager of a national supply company and principal coach in her business, Speech Perfect, Janeen Vosper has worked with hundreds of entrepreneurs, sales representatives and business owners. Assisting them to be able to develop the confidence and know-how to communicate with influence.

Her passion is to empower entrepreneurial woman – to provide them with a confident voice and the words to enable them to speak their message with credibility and conviction. A voice so they are able to confidently sell their ideas and to have the skills to speak with authority in front of any audience.

Having presented workshops on topics of her expertise in many countries around the world, from Alaska to Japan, New Zealand to Hawaii and throughout Australia, audiences have described

Janeen as “brilliant, powerful and informative”. Having won Australian Region POWERtalk International speaking competitions, Janeen has represented her country at the highest level.

Recognised as an expert in authentic selling techniques, Janeen is author of ‘Good Girls do Sell: The Modern Businesswoman’s Guide to Authentic Selling.’



“I had never met Janeen before but responded to a Facebook message about her selling introductory seminar. I had a feeling, this was just what I needed. I went along and was impressed with Janeen’s gentle and genuine approach to sales. It took no persuasion for me to book in for her 2-day workshop. I enjoyed every minute of it and Janeen helped me to look at cold-calling without fear, trepidation or worry. She helped me think, refocus and create a whole new approach to the way I was doing things. Janeen helped me to come up with new ideas – that’s the area that totally stumps me. I can now treat a cold call like a warm call and look forward to making new friends rather than feeling that I’m making sales. I’d certainly recommend her workshops and presentations to anyone who is in the field of sales and is looking for clarity, a new approach and a redefinition to their purpose.”

Anne Noonan, *The Sisterhood Connexion*

Anne Noonan
The Sisterhood Connexion



PICK ONE OF THESE COMPELLING TALKS:



PROVEN STEPS TO OVERCOME THE TOP 5 BARRIERS TO SUCCESS FOR ENTREPRENEURIAL WOMEN

20min | 90min | 3 hr Presentations

Do you hope you can grow your business without having to step out of your comfort zone? Do you feel overwhelmed because of lack of support, lack of time and lack of money? Do you believe your solutions will work for everyone and every customer receives information the same way? Is a lack of direction affecting your creativity and bottom line?

If you're like most entrepreneurs who have a passion, a message and a gift inside them, you can probably relate to these questions. How much business are you missing out as you struggle to overcome doubts, connect with prospects and convert sales.

In this presentation, you will learn which of the barriers could be holding you back from the success you desire. Discover how The SPEAK Method program provides the solutions to allow you to take your business to the next level with new found confidence and expertise.



5 KEYS OF AUTHENTIC SELLING — SUCCESSFUL TECHNIQUES THAT AREN'T 'SALESY'

90min Presentation | 2-Day Workshop

Does the concern of being too pushy stop you from generating leads and closing important sales? Do you feel nervous when you have to make a phone call or meet a prospective client face-2-face?

Have you ever felt frustrated that fear held you back from speaking about your product or service? A product or service you know in your heart will benefit many people but don't have the know-how and confidence to promote without feeling like a shark, saying the wrong thing and blowing a great opportunity?

Imagine what difference it would make to your business if you had more high quality customers who were willing to pay more for your product or service?

In this presentation you will discover the processes to overcome negative beliefs around selling and learn the techniques to build instant rapport. You will be equipped to achieve a positive outcome with every exchange.

There is a simple yet effective way to build relationships with clients so instead of having to make a 'sale', they are rushing to you to purchase. Discover how this works time and time again by activating The SPEAK Method as you realise how each of the 5 Keys of Authentic Selling is critical in cultivating lifelong clients.



THE 7 SECRETS OF PROFESSIONAL PRESENTING THAT ALL UP-AND-COMING SPEAKERS MUST KNOW

90min Presentation | 1-Day & 2-Day Workshops

The 7 Secrets of Professional Presenting is for entrepreneurs who are smart and great at what they do, but know they aren't showing their full potential whenever they speak to a group. Whether it be 2 or 200. Entrepreneurs who want that professional edge to be able to speak their message with ease.

How important is for you to be able to deliver your message with confidence and have the skills to speak with authority to grow your business? It is proven that when you overcome all trepidation of public speaking and possess know-how to convey your passion as a skilled speaker...success follows.

In this presentation you will discover how becoming an effective and authentic public speaker is challenging, life-changing and fun. By tapping into the secrets of The SPEAK Method program, you won't believe how quickly you will be rewarded by developing into a confident, professional speaker.

Deliver winning presentations by...

- Creating a confident platform presence
- Knowing how to build rapport with your audience
- Using gestures that enhance the narrative
- Expertly using your voice for emphasis
- Using technical equipment and microphones effectively
- Understanding audience learning styles
- Constructing winning speeches, workshops, & presentations that deliver your message with Pizazz



MORE COMPELLING TALKS:



TOP STRATEGIES TO CREATE THE PERFECT SOCIAL PITCH

20min | 120min

Are you like most people who struggle explaining their business when asked "What do you do? The secret is to present your business in a way that is professional but authentic, builds instant connection and can be described in 60 seconds.

At this presentation you will discover how to create a pitch that is repeatable, adaptable and doesn't feel canned. No longer will you get tongue-tied at networking events, when you understand the formula for a perfect pitch must...

- Demonstrate you know your product or service well, including understanding the common problems your clients face
- Be adaptable and easily changed depending on who you are pitching to so it remains authentic
- Reflect your passion and tells a story
- Be short, natural as if it was a conversation



UNLEASH YOUR SALES POTENTIAL - NLP FOR CHANGE LEADERS

20 min | 3 hours

NLP – Neuro-linguistic programming is an effectual approach to communication and personal development. By learning how your brain works, you can develop skills that enable you to be more flexible and respond to others with greater understanding.

NLP techniques have been adopted by sales professionals and business leaders around the world since the 1970's. By implementing NLP methods of communicating to build instant rapport and have the skill to move into your client's perspective of the world, you will be amazed at the success this changed level of thinking brings.

At this presentation you will discover the processes to...

- Effectively manage conflict
- Create healthier interactions
- Skilfully manage the outcomes and agreements
- Create effective rapport
- Deepen and accelerate relationships
- Experience life differently



SPIRAL DYNAMICS® — THE HOW & WHY OF DECISION MAKING EXPLAINED IN SIMPLE LANGUAGE

20 min | 3 hours

At this presentation you will gain insight into how you can grow your business by implementing the leading-edge thinking of Spiral Dynamics®. Innovative thinking that shrewd leaders such as Nelson Mandela adopted during the successful reformation of South Africa.

Spiral Dynamics® is a way of thinking about human nature. When you understand how to best communicate with people on their terms, not yours, you are guaranteed to build a deep level of connection that will motivate them in ways that matter.

While the spiral part provides a map, the dynamics is the energy that move us across it. The outcome is a range of recognizable systems for coping with the world - as we sense it. Using this method you will develop a deep comprehension of what motivates a person to make the decisions they do, to be better equipped to ensure each and every interaction is worthwhile.



INTERVIEWER, FORUM PANELLIST, MODERATOR, MC

As per Individual Event Requests

Guarantee your event is conducted by a skilled leader who can ensure it runs to time and your audience is kept entertained and involved.

TO SECURE A SPEAKING ENGAGEMENT OR WORKPLACE TRAINING CONTACT:

JANEEN VOSPER

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Fellow of ITC, ITC Corporate Trainer
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To find out more about Janeen's background, workshops and speaking topics visit...

www.speechperfect.com.au