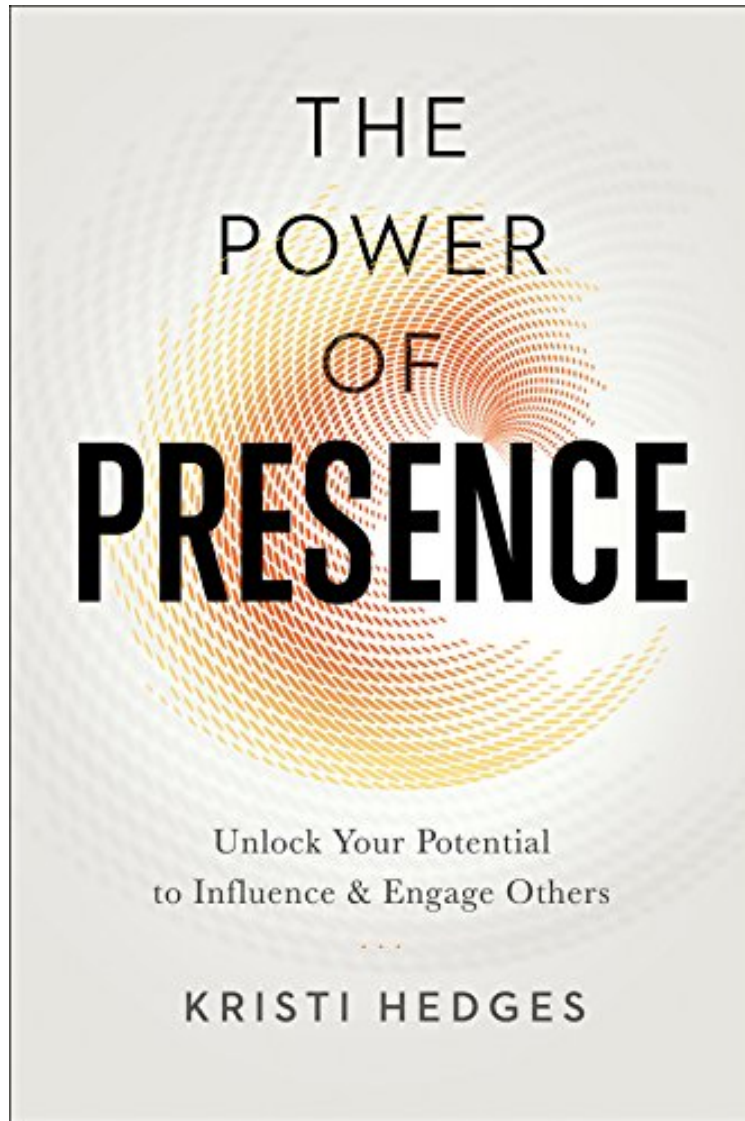


(Download) The Power of Presence: Unlock Your Potential to Influence and Engage Others

The Power of Presence: Unlock Your Potential to Influence and Engage Others

Kristi HEDGES

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Kristi HEDGES : The Power of Presence: Unlock Your Potential to Influence and Engage Others before purchasing it in order to gage whether or not it would be worth my time, and all praised The Power of Presence: Unlock Your Potential to Influence and Engage Others:

1 of 1 people found the following review helpful. Thought provoking and a great balance between theory and practical applicationBy Marie E PaydonThis book provided me with much food for thought. I loved the blend of theory and practical application throughout this book. I am constantly striving to be a better and more inspirational leader and

now, with this book by my side, I have a guide to help me on my journey to continuously improve! Thank You!
0 of 0 people found the following review helpful. I like the content and approach
By Albert Hemings I like the content and approach, I just wish I would have read this 15 years ago. For me, there were some good point to refine and one or two to work on but most of the book, I unfortunately learned the hard way. I would recommend the book.
1 of 1 people found the following review helpful. Very insightful with practical steps to improve your presence
By Rowen Stewart Hodge Some very easy to understand principles. Several years later and the inconsistent use of the basics have still yielded great results in both my professional and personal life. I think its time to implement the more advance components now...

When some people speak, everyone listens. When they need commitment to projects, others jump on board. These are the lucky few with "presence"—that subtle magnetic field that signals authority and authenticity. Wouldn't it be great if doors opened as effortlessly for you? They can! Everyone, regardless of position or personality, can strengthen their presence. The key is to cultivate the communication aptitude, mental attitude, and unique leadership style needed to connect with and motivate others. *The Power of Presence* demystifies this elusive sought-after quality. Filled with strategies, exercises, and personal stories from years spent coaching leaders, this new paperback release of a popular career accelerator explains how to: Build relationships based on trust; rid yourself of limiting behaviors; embody values you want to convey; explore how others see you and correct misperceptions; present effectively in public and in meetings; communicate in ways that inspire presence. You know it when you see it, but how do you get more of it? *The Power of Presence* shows you exactly how.

"If you decide that your comfort zone has become a ho-home zone, Hedges offers a 5-step personal change agent program." -- Jim Pawlak, *Career Moves From the Inside Flap*
Hands-down, executive presence is the corporate it factor. It's directly linked to your ability to get noticed, forge trusting relationships, and get others on board with your vision. But few people realize their true presence potential. Think of the otherwise competent team leader who doesn't command respect in executive meetings, or the overextended boss who never seems to know what's really going on with his employees, or how to motivate them. The good news is that limitations such as these are not set in stone. In fact, they're completely surmountable with the strategies and exercises in *The Power of Presence*, a highly readable and deeply insightful book that cuts to the heart of presence—what it is exactly, and how to get more of it. *The Power of Presence* shows everyone—introverts and extroverts, job seekers and senior executives—how to improve their presence. In her distinguished career as a CEO coach, public relations executive, political consultant, and award-winning entrepreneur, author Kristi Hedges has witnessed even the highest-level people struggling to connect and communicate, often tangled by nerves and confused about how others perceive them. Her experiences have helped her develop the unique I-Presence™ model, which is equal parts communication aptitude, mental attitude, and authentic style. And now, you can cultivate the skills to inspire and motivate by focusing on the three core aspects of presence: 1. Intentional: Determine the type of presence you want and the values you want to convey, and how they match up with the way people currently perceive you. 2. Individual: Understand how to build relationships that foster trust, and that drive business, loyalty, and career success. 3. Inspirational: Learn what the master communicators do to inspire others, including using powerful language, motivating through change, and presenting to audiences effectively. Presence isn't just a commanding personality or unabashed confidence. It's much deeper, achieved over time, and driven by your own authenticity. Each day will bring a new opportunity to reshape or finesse your presence—in your dealings with colleagues, your contributions in meetings, your presentations to groups large and small. With masterful strategies and practical tools, this book will help you rid yourself of limiting behaviors, provide new ways of thinking and doing, and probably change your beliefs about what makes an executive strong. Kristi Hedges is a communications expert, entrepreneur, and certified leadership coach whose clients include Fortune 500 corporations, global professional services firms, entrepreneurial businesses, national associations, and the U.S. government. She's a leadership contributor to *Forbes.com* and *Entrepreneur.com*, and a speaker for Vistage International and The Founder Institute. From the Back Cover Advance Praise for *The Power of Presence* "The concepts in this book are career making. Kristi Hedges has crafted a straight-forward process for communicating to build trust, increase connection, and instill confidence. Filled with personal stories and case studies, it reads like a novel and instructs like a how-to book." — Charles H. Green, author, *Trust-Based Selling*; coauthor, *The Trusted Advisor* and *The Trusted Advisor Fieldbook* "The Power of Presence offers thoughtful, inspiring guidance for developing essential leadership communication skills in yourself, and for cultivating them in others. It's filled with practical, real-world examples you'll go back to again and again." — Niki Leondakis, President and COO, Kimpton Hotels Restaurants "The Power of Presence is the essential guide to the cultivation of executive presence. Based on years of personal experience and work with hundreds of corporate and political leaders, Hedges offers a path to discover your inner strengths and transform your leadership behaviors to reach new levels of personal success." — Dr. Robert E. Denton, Jr., Department Head, Communications, and W. Thomas Rice Chair of Leadership Studies, Pamplin College

of Business, Virginia Tech "Personal presence is a concept that is regularly talked about but rarely defined. In *The Power of Presence*, Kristi Hedges not only defines personal presence, she teaches you how to develop it. With a "been there, done that," series of stories based on her own and her clients' experiences, Hedges provides a valuable resource for both leaders and those who want to be leaders. The appendix of quick hit tips alone is worth the price of the book." — Scott Eblin, author, *The Next Level: What Insiders Know About Executive Success* "Exceptional leadership that creates true customer loyalty requires a blend of clarity, persistence, corporate patience, and enabling people to make the right decisions. *The Power of Presence* provides an understanding of these skills and a path for developing them." — Jeanne Bliss, author, *I Love You More Than My Dog* and Chief Customer Officer "In a clear, concise format, Kristi Hedges outlines the essence of what every leader needs to do to achieve real leadership presence. This is essential reading for anyone who wants to lead effectively." — Clyde Northrop, CEO Group Chair, Vistage International "How you communicate is as important as what you communicate. To be influential, you must be compelling. *The Power of Presence* shows how to connect with others whether you're on CNN or sitting behind your office desk." — Kevin Winston, Executive Vice President, Porter Novelli Public Relations "An executive's presence is the key differentiator in job placement and organizational success. *The Power of Presence* shows step-by-step how to build personal influence that defines careers. If you want to stand out in your current position or land your next one, read this book!" — Kim Shanahan, Senior Partner, Korn/Ferry International