

# THE AUTHENTICITY CODE™

## Virtual Core Program



## A PROVEN FORMULA FOR PRESENTATION SUCCESS

With this facilitator-led, virtual program, participants become more authentic, engaging, and high-performing leaders. Documented results include substantial increases in sales, promotions, and higher retention rates.

### Key Topic Areas:

- Authentic Presence Qualities
- Authentic Brand Statement
- Non-Verbal Communication
- Virtual Presentation Tips
- Know Your Audience
- Audience Understanding Matrix
- Style Recognition
- Formula for Presentation Success
- Creating Compelling Slides



### Virtual Sessions Include:



Engaging Content



Breakout Groups



Group Discussions



Digital Workbook



In-Session Application

## Program Highlights

9-hours of facilitator-led content delivered virtually across 3 days

Instructor-led virtual sessions with asynchronous pre-work and homework

In-person full day or 2 half-days also available

Minimum 12 participants  
Maximum 100 participants

For any level: professionals, managers, and leaders

Can be integrated into existing leadership programs

Full Program add-on available (see page 2 for details)

Customization options available



## FULL PROGRAM

With the Full Program add-on, participants\* will have an additional two hours of 1:1 coaching and practice delivering their presentation virtually in front of a group. The Full Program is a great way to provide participants with the opportunity to apply the learning by practicing their whole presentation in front of a group and receiving necessary peer and expert feedback.

\* Maximum participants for the Full Program is 24.

## FACILITATOR-LED APPLYING THE LEARNING



### STEP 1: COACHING

- Pre-work: submit 5-minute benchmark presentation video
- 60-minute 1:1 Presentation & 30-minute PowerPoint virtual coaching sessions
- Virtual sessions to be scheduled at your convenience



### STEP 2: PRESENTATIONS

- Participants attend virtual workshop to be recorded delivering their presentations and receive peer and expert feedback
- 4 hours\* virtual (with breaks)

\* based on 16 participants and 2 facilitators



### STEP 3: VIDEO REVIEW

- 30-minute video review with an expert to receive detailed feedback comparing benchmark and workshop presentations
- Virtual session to be scheduled at your convenience



*"Our sales team won a \$383M RFP because of this program."*



## LEARN MORE

For additional information, visit [Inside-Out Learning](https://www.insideoutlearning.com), call us at (480) 822-9939 or email [IOL@insideoutlearning.com](mailto:IOL@insideoutlearning.com).