

Successful Speaking
Speaking & Training
services
2012



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Introduction

Successful Speaking offers

- Conference speaking on inspirational and educational topics
- Training in presentation skills and communication skills
- E-books, newsletters and a unique email service

Kim Chamberlain is the principal of Successful Speaking. She is a Professional Keynote Speaker and Training Consultant.

Kim is an award winning speaker and writer and brings a wealth of experience from living and working on three continents.

Philosophy

The philosophy underpinning Successful Speaking's training is that the best environment in which to learn and improve is a challenging, yet non-threatening one.

Successful Speaking creates a welcoming, informal and fun environment, where laughter and group support puts people at ease so that they can expand their comfort zone in a supportive, and encouraging environment.

Accelerated Learning

Kim uses accelerated learning techniques within the sessions. These are techniques that help people learn more effectively and retain more of the content afterwards. For example the use colour, music, social engagers, energisers, visuals, stories, group exercises, fun and laughter. In addition she provides support material after the training to enhance learning, along with the e-books she has written.

Further information is available on www.successfulspeaking.biz

Contents

Format	Page	Details
Presentation skills	4	Presenting with impact
Communication and business skills	5	Communicating with impact
	6	Communicating with customers
	7	Business etiquette
	8	Strategic Business Alliances
Networking skills	9	Successful networking
Motivational speaking	10	The value of failure in achieving success
	11	Is there a formula for achieving more in your life?
	12	Taking a risk
	13	Women in business Can we juggle work, family, and recreational time?
Enhancing Learning	14	Accelerated learning techniques Ongoing Impact Free email services E-books
Clients	15	
Testimonials	16	
Biography	17	

Presenting with Impact

Increasingly people are being called on to give presentations. With some simple techniques we can build our confidence and competence and deliver an effective presentation every time.

Analysing and understanding the speaking situation

- Understanding what your audience needs and expects
- Analysing the situation and environment
- Analysing your message
- Working out your goals for the presentation—what do you want to happen as a result of your presentation?
- Understanding the various types of presentation
- Understanding personality types, for more effective communication

Preparing your presentation

- Identifying the key messages of your presentation
- Structuring your presentation for maximum impact
- Choosing the most effective content
- Keeping your audience with you
- Using visual aids
- Using PowerPoint with effect and avoiding blunders
- Strategies for persuasive speaking
- Using silence and pauses for maximum impact
- How to time and pace your delivery
- How and what to practice

Building confidence and reducing nerves

- Strategies for looking and sounding confident
- The 4 ways to reduce anxiety and build confidence
- Preparing for the day – a checklist of actions

Delivering your presentation

- Those first few seconds
- Establishing rapport
- Meeting the audience's needs
- Bringing energy into your speaking
- Body language. How to stand; what to do with your arms, legs, feet...
- Using notes
- Using visual aids
- Strategies to have ready in case things go wrong

The audience

- Dealing with questions from the audience
- Maintaining credibility

Introductions and votes of thanks

- A 4-step approach to introductions
- A 3-step approach to thanks



Overview

This course is run as a 1 or 2 day workshop with a maximum of 8-10 people. It includes practical sessions with constructive feedback.

Testimonials

Before I did the course with Kim Chamberlain I had quit a course because I was too scared to give a seminar. Since doing Kim's course I have won two prizes for public performances. The way Kim teaches it you can't fail to grow in confidence. She imparts the skills and techniques in a friendly and expert manner. I recommend her wholeheartedly.

K D, Wellington

"My feeling of fear and trepidation has changed to expectation and anticipation for a great presentation!!"

Psychologist

Communicating with Impact

It is said that 85% of people's success in work and business is founded on only two factors: their communication skills and their attitude towards others. In this workshop we look at practical communication techniques to enhance business success.

Fundamentals

- The one difference between a great communicator and a poor communicator

Understanding differences, to enhance communication

- Personality
- Visual Auditory Kinesthetic
- Communication behaviours
- Gender

Understanding business etiquette to create consistency and impact

- Phone
- Email
- Dress and Image

Frameworks for effective communication—written and spoken

- The analysis required
- Structuring your communication
- Choosing the most effective content—your key messages
- Framing what you say
- The attitude and personality traits of great communicators

Group work, sessions, meetings

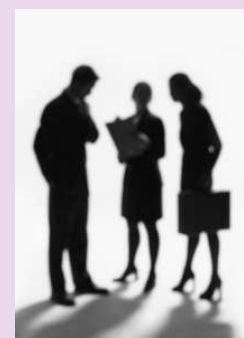
- Achieving group buy-in
- Keeping people interested at all times
- Helping people take on board your message
- Dealing with questions
- Dealing with critical and cynical members
- Getting your message across effectively

Looking and sounding confident

- What people look for from you every time you speak
- The 4 ways to build confidence
- First impressions
- Body language
- Introducing yourself

Speaking and listening

- Impromptu speaking—how to avoid the waffle
- Levels of conversation
- Listening skills



Overview

This is run as an in-house course for a half day, one day or two days session.

Testimonial

"The presentation gave my team ideas and suggestions as to how they could improve their professional and personal image, in terms of communication.

The session on impromptu speaking was particularly helpful and the reminder that the majority of people are anxious about public speaking. The handouts provided to the attendees gave the session a fun element, which was an effective technique. I personally have also appreciated and valued the Daily Impromptu Topic Today emails – very thought provoking and an excellent way to become more skilled at impromptu speaking."

**Sales Manager,
Wellington**

Communicating with Customers

The Fundamentals

You and your role

- Why you chose this job
- Why you think you were selected
- What you like about the job
- Your greatest strengths

Your perception of the role

- What is your job really about
- Your perception of customers
- What is your role in marketing your organisation
- What makes a good staff member

What would you have done?

- Examples of poor practice by staff

Appearance

First impressions

- How long it takes to create a first impression
- What people make judgements on

Personal appearance

- How important is it
- How do people judge you
- Clothing and grooming
- Demeanour
- Warmth of personality

Work area

- Taking pride in your environment
- What do customers notice
- What needs to be there

Understanding customers

- Is the customer always right?
- From the publicity material for your organisation, what might customers be expecting?
- What other expectations might they have?
- What do they expect from you?

Dealing with difficult people

First contact

- Meeting customers
- Dealing with phone calls

Competence in the role: systems and procedures

- The range of knowledge required
- Exceeding customers' expectations & going the extra mile

Competence in the role: people & communication skills

- Confidence in communication
- Focusing on the other person's needs
- Communication styles
- Dealing with complaints, difficult people and challenging situations

Marketing

- Your role in marketing your organisation
- Why would a customers want to use your services again
- Why would a guest avoid using your services again

Internal communication

Interdependence

Who are the staff in your organisation & who do you mainly deal with

How are staff roles dependent on one another

What do they need from you; what are your responsibilities to them



Overview

This is run as an in-house course over one day.

Testimonial

"I have attended two courses run by Kim Chamberlain this year. As a result of the first one I invited Kim to conduct some staff development at our college. Kim pitched her delivery at an appropriate level, keeping the session fast moving, humorous yet very valuable. The staff continued to talk about their communication styles afterwards.

Kim communicates clearly, and makes the subject matter informative and interesting. I would be pleased to recommend her as a presenter"

**Academic Director,
Wellington**

Business Etiquette

Today's business world presents us with new and varied challenges. If we feel uncertain of the rules within this world, we can feel nervous, stressed and unable to give of our best.

All businesses are in the business of dealing with people. If we learn the 'rules' of business interaction with people and can play by them well, our confidence can increase, we can present ourselves in the best light, we can gain - not lose - business, and can increase our chances of success.

In this half day interactive seminar we look at the fundamentals of business etiquette which will help us become more successful in the business world

Communication

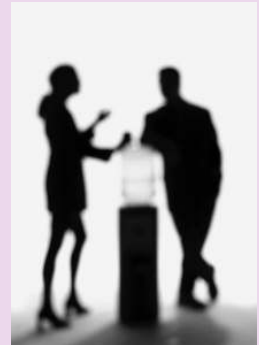
- What people are looking for from you every time you speak
- Building rapport and relationships of trust
- Building confidence in communication situations
- First impressions
- What role do personality and gender play in communication?
- Networking skills
- Email etiquette / netiquette
- Phone and mobile phone etiquette
- How to get the best out of other people
- Dealing with colleagues, support staff, clients
- The personality traits that will make you successful in business

Dress and Image

- You *are* judged on your wardrobe and appearance: How to make the right impression
- How making the wrong impression can work against your success
- Personality and clothing

Office etiquette in workplace situations

- Working in open plan and open door offices
- Your office space
- Interruptions
- Meetings
- Appointments



Overview

This course is run as a half-day workshop. It is aimed at people in work or business.

Testimonial

"Thanks so much for the knowledge, direction and support you gave us last week. I'm still talking about it in various ways to friends and clients."

Advisor, Hawkes Bay

Strategic Business Alliances

Many businesses have realised that working alongside others can bring many benefits for all parties concerned. One of the ways to do this is through Strategic Business Alliances. Understanding the philosophy behind them, the benefits, the steps to take and the pitfalls to avoid is crucial to ensuring a successful alliance.

Overview

- What is a Strategic Business Alliance?
- Types of strategic alliances
- Examples of real alliances

Understanding

- How your business can benefit from a Strategic Business Alliance
- What makes an alliance successful?
- What makes an alliance fail?
- Understanding how groups work
- Partnering Mistakes
- Finances
- How do you maintain an alliance?

Evaluation

- Evaluating your current Strategic Business Alliance
- Evaluating a proposed Strategic Business Alliance

Exercise

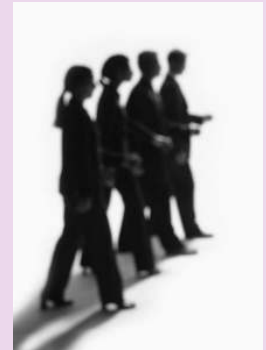
- Role play or genuine meeting with other participants

Practicalities

- How to set up a Strategic Business Alliance
- Writing a constitution
- Suggested meeting structure

Moving forward

- Recap
- Action plan



Overview

This workshop introduces participants to the concept of Strategic Business Alliances, explains the benefits and outlines the steps to take in order to form a successful alliance. It is run as a half day or one day session.

Testimonials

"I wish to thank you so much for blessing us with your presence with Women Entrepreneurs but most of all, for sharing your wealth of experience in such a clear, concise, cool and calm manner. We do look forward to having you again."

E.S. Kampala

"Thank you for the training course of last week. Personally, I will never be the same again. I liked the way you trained."

G.L.N. Tororo

Successful Networking

Networking and referrals are effective marketing strategies for any business. You will generate new business when you learn the 5 key steps that can make you a successful networker.

We look at 5 ways to become a successful networker:

1. The personality traits that produce great results

- Great networkers possess certain personality traits that ultimately bring them more referrals.
- What are these traits?
- What are people looking for from us?

2. What is your networking style?

There are several ways to approach networking – and some ways are more effective than others! We examine the 5 networking styles.

3. It is what you do on a regular basis that counts

- The preparation and background work which produces great results
- How to prepare for an event
- How to become known
- How to keep in touch after the event

4. What to do when you are at a networking event

- Techniques for getting the most out of each event.
- How do you break into groups? How do you get away? What do you talk about?
- Understanding the different conversational levels
- What to do after the event

5. Networking groups and strategic alliances

- Building relationships for mutual benefit
- 'Face to Face' networking groups
- 'Online' networking groups
- Understanding strategic alliances
- Useful websites

Participants will also have the opportunity to network and build links with the people attending the course.



Overview

This course is run as a half day seminar or a full day workshop and is aimed at people who would like to use networking as one of their marketing tools in business.

Testimonials

"The day after your networking course I decided to apply some of the principles you showed us. I made contact with 3 of the people who had been on the course. 2 became clients, and one brought another along. I was offered 2 speaking engagements, and a referral of someone who was interested in being a franchisee for my business."

C.R. Canterbury

"I decided to set up a strategic alliance. Even though we planned to do this for only a brief period of time, the result is that I now have ongoing work which brings me in thousands of dollars of work per year."

H. M. Wellington

The Value of Failure in Achieving Success

(Motivational)

Question:

What is one of the major factors that separates highly successful people from less-successful people?

Answer:

How they view and deal with setbacks, mistakes and failures

Successful people don't have fewer setbacks than others. In fact they probably have more. What differentiates them from less-successful people is their attitude towards those setbacks.

Having researched the topic of setbacks, mistakes and failures for over three years, Kim Chamberlain shares some insights into a taboo topic that everyone experiences, yet no one talks about.

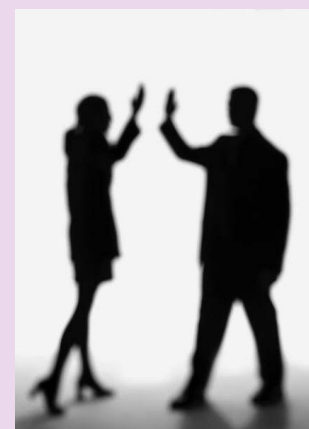
During her research, she has discovered 2 main issues:

Life is not a success-only journey. We will all make mistakes and experience failure at some point. In and of themselves, these are neutral experiences. It's how we deal with them that determines our ultimate outcome.

They are extremely useful experiences **if** we understand them and **if** we know how to use them to their best advantage. They are an essential part of being successful. The aim isn't to avoid failure, the aim is to be able to understand it, and learn from the feedback it provides

"Failure is perhaps the greatest key to success. More specifically, your response to failure is the real key." Andrew Harvey, American Author

Kim's presentation explains how viewing both success and failure in a positive light will further increase your success rate in work, business and other areas of life.



Overview

This is a motivational keynote speech.

Testimonial

"I just wanted to say thank you. The last month has been a low time for me in my life and your talk was a very useful reminder to get back in action and not be stopped."

"This is an unusual topic for the Institute of Chartered Accountants to run. It is a testimony to Kim's ability as a speaker and trainer that she was able to hook the participants in early in the session and maintain their participation to the end. Feedback from the course evaluation was excellent, with consistently high scores for both content and presentation."

Director, Wellington

Is There a Formula for Achieving More in Your Life?

(Inspirational)

Kim Chamberlain of Successful Speaking - professional speaker, communications trainer and author - believes there is. Mind you, for the first 20 years or so, she didn't realise it **was** a formula, she just wondered why she was doing things differently to others.

She's been using this formula for most of her life and would like this opportunity to share it with you.

Kim believes this formula has helped her achieve things in her life, from the small to the large:

It has helped her win a national public speaking championship; set up and become founding president of the Wellington National Speakers Association which chartered at its first meeting; win an international writing award; find a husband (!); emigrate to New Zealand, and achieve her dream of living in a small town in a East Africa.

Kim calls it the **PSP Formula**:

We look at how living your **P**assion, taking some **S**ide roads in life, and paying the **P**rice will allow you to achieve your more in your work and personal life. Kim uses examples of real people and real achievements to illustrate her message.

Passion

You can achieve most things if you are passionate about them. We will look at finding your passion and the different kinds of passion we have.

We spend a lot of our life trying to fulfil our needs – what main needs do we have?

Side Roads

Much of our time is generally spent on the super highway of life. However there are times when we need come off the highway, take a side road and do things differently to others if we want to achieve. How does this work and what are the challenges and benefits of doing it?

Price

For everything we do there is a price. And there are different prices to pay. Let's make sure we are paying the right price.



Overview

This is an inspirational keynote speech.

Testimonial

*"I really enjoyed your presentation as I am sure all members did. People were appreciative of the way you shared yourself and your stepping stones in a practical way, so that they could follow the example. It was certainly a very uplifting and passionate presentation and made members think about what they want out of life."
K.J., Wellington*

*"Just wanted to say thank you. Over the past few years due to life challenges I had lost the ability to believe in this formula. Your reminder has come at a good time for you, to re-energise that part of me and move on. Thank you."
PA, Wellington*

Taking a risk

(Inspirational)

When Kim Chamberlain was 13, at school in Liverpool in the 1970's, a missionary Nun who was working in East Africa came to school to give a talk.

She was a pleasant, quietly spoken person. Her visit was uneventful and most likely quickly forgotten by most of the students. However, that brief visit inspired Kim so much that over three decades later she, her husband and their two children left their comfortable, established life and moved to East Africa.

Despite two years' research and a fact-finding trip over there, they ended up arriving in Uganda with nowhere to live, no work to go to, no source of income, and no schooling arranged for the children. All they had was a suitcase each, two days' accommodation in a guesthouse, and a belief that it would all work out.

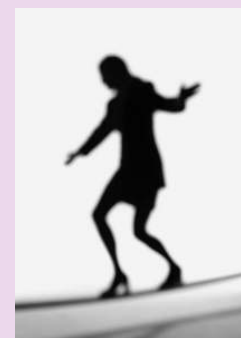
For two years Kim and her family had many interesting, amazing, frustrating and life-changing experiences.

They lived in four different houses; had snakes in the garden, earthquakes, regular power cuts, no water, no petrol, experienced the unbelievable inefficiency in the bureaucracy, learned why it's useful to have a big bottom, nearly been electrocuted, been the subject of a home invasion, paid bribes, learned that if Kim belonged to one of the local tribes she would have to eat her son, seen beautiful scenery, experienced a country which has permanent summer weather, been to the source of the river Nile, had bugs in their underwear, seen poverty first hand, learned about child sacrifice, and realised that whatever your situation, your attitude towards it is what makes the difference.

Kim shares with you the steps she took to be able to do what someone called 'jumping off a cliff', how she counteracted that with the phrase 'well, how difficult can it be?' and how she inspired others around her to take risks they had been wary of taking.

Through sharing - and explaining - her journey, she allows audience members to look at risks they would like to take, to have some time of reflection, and to come away with an action plan for their next step.

Kim's e-book 'Taking a risk: A year in Uganda' is a support to the presentation.



Overview

This is an inspirational keynote speech.

Testimonials

"You were one of the inspirations that kept me going."

Raul V.

"I have been inspired by your courage to up sticks"

Emile M.

"Your presentation was exceptional."

Martin P.

"Thank you for an excellent session."

Lucille I.

"I really admire your adventurous spirit and all those wonderful experiences you have given your children."

Jane S.

Women in Business

Can we Juggle Work, Family and Recreational Time?

How are successful women coping with the many demands of modern day life? Are they finding time for their work, family and recreation?

Through her research Kim has gained an understanding of the attitudes and strategies women are using .

In this session Kim shares her story, the things she has learnt and the changes she has put into place over the years

She also shares the strategies other women have put into place, and invites contributions from the group to share strategies that have worked for them.

Research has shown that the coping strategies women use tend to fall into two categories—practical approaches and attitudinal approaches

We look at:

The fundamentals

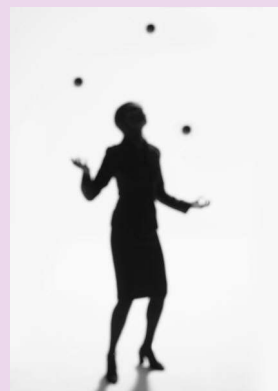
Do you want to have balance? Success may come at the price of balance and you may be happy to pay this price

Ideas

- Practical techniques to enable you to juggle
- Attitudinal approaches that help you get the balance

The issues to consider

- What are you juggling?
- What value do you give them?
- Which ones can't you afford to drop?
- Who benefits from you working, and how?
- Questions to ask yourself



Overview

This is an inspirational keynote speech.

Testimonial

"I found the session to be very relevant, especially with my partner and I developing our business more actively, and with the juggling we are doing of a full-time job, a business, a dairy, investment properties and a baby! "

Business Coach, Taranaki

Enhancing Learning

Accelerated Learning Techniques

We use accelerated learning techniques within our sessions.

These are techniques that help people learn more effectively and retain more of the content afterwards.

For example we use colour, music, social engagers, energisers, visuals, stories, group exercises, fun and laughter.

Ongoing Impact service: unique service

Philosophy

Our belief is that people's level of learning is limited in one-off situations.

Therefore to enhance and consolidate learning, Successful Speaking offers the unique 'Ongoing Impact' email service after the event.

Email services

Our philosophy is that learning does not stop once the course has finished. In order to enhance learning, we offer email services to participants:

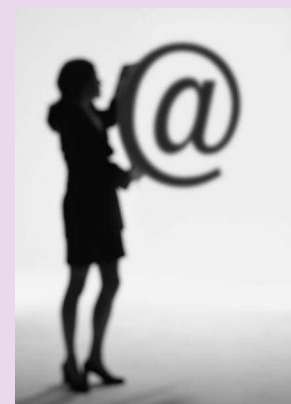
- A free quarterly email newsletter on communication skills ('No Dead Snakes')
- A free daily email Impromptu Speaking Practise Service (DITTY)

E-books

Kim offers a range of e-books to support the services offered:

- Better Speaking Better Thinking: General Edition
- 75 Tips for Effective Communication
- Successful Woman: A guide to achieving success in six life areas
- Taking a risk: A year in Uganda

Details on <http://www.successfulspeaking.biz/products/>



Testimonials

"Thanks so much for the ongoing emails - definitely made me think about my direction each day. I really enjoyed your speech."

A.M., Wellington

"Thank you for helping me rebuild my confidence"

J.W. Auckland

"Hi Kim, I am impressed! What a great idea to practice daily, and your tips are excellent."

T. O. Pricewaterhouse-Coopers

"I would like to say how much I enjoy the daily DITTYs, they provoke lots of discussion here at work and at home or even just some interesting thoughts for myself."

Clients

- AAPNZ
- ACC
- ACCA Assoc' of Chartered Certified Accountants
- Aclaim Africa
- Adis International
- AFS Intercultural Programmes Aotearoa NZ
- Age Concern
- Air NZ
- AMR
- ANZ National Bank of New Zealand
- Aoraki Polytechnic
- APS Advanced Professional Solutions
- Australasian Cemeteries & Crematoria Assoc
- Bank of New Zealand
- Blueprint Centre for Learning
- Brainworks
- Bright Star
- British Council, Uganda
- Business Fairs UK
- Career Point
- CDC: Centre for Disease Control
- CPANZ, Career Practitioners of New Zealand
- Carter Observatory
- Chamber of Commerce Childforum Research
- Church of the Latter Day Saints
- Conferenz
- Dept of Corrections
- Dept of Internal Affairs
- Education NZ
- Education Review Office
- Enterprise Horowhenua
- Enterprise Uganda
- Financial Planners and Investment Advisors Assn
- Fujitsu
- Fundraisers Institute NZ
- Go Wairarapa
- Guides Wellington
- Health Child, Jinja
- Her Business Network: Christchurch, Palmerston North, Wairarapa, Wellington
- HRINZ, Human Resources Institute NZ
- Hutt Valley Health
- IBANZ Insurance Brokers Assoc'n, NZ
- ICSA Uganda
- Institute of Chartered Accountants NZ
- Intergen
- International Coach Federation
- Kapiti Coast District Council
- Kensington Swan Lawyers
- Merial NZ
- Meridian Energy
- Meridian Solutions
- Ministry of Education Special Education
- Ministry of Transport
- National College of Design and Technology
- National Speakers Association NZ
- Newlands College Wellington
- New Plymouth Girls High School
- Nordic Consulting Group
- Nutrimerics
- NZ Association of Sport
- NZ Association of Training and Development
- NZ Business Forums
- NZALC
- NZ Institute of Chartered Accountants (Wgtn & AKI)
- NZ Racing Board
- NZ Trade & Enterprise
- PACE
- PAE Facilities Management
- Parents Centre NZ
- Parker Ferguson
- Pataka Museum, Porirua City Council
- Professional Partnership Network
- Pharmac
- Plunket Safe2Go
- PMI, Project Management Institute
- Porirua City Training Centre
- PostBank
- Professional Partnership Network
- Public Sector Accountants Group
- REMAX Real Estate
- Ronald McDonald House
- Rotary International
- Royal New Zealand Air Force
- Sales and Marketing Institute NZ
- Samuel Marsden School
- Sealord
- Small Business Club Kampala
- SMEI
- Stanbic Bank
- SWAP, New South Wales
- Taranaki Chamber of Commerce
- Tawa College, Wellington
- The Training Line
- Timaru Chamber of Commerce
- Toastmasters International
- TrainingPoint.Net
- UDC Finance Ltd
- UETCL
- Uganda Feminist Forum
- Vector
- Volunteer Service Abroad
- Wellington City Council
- Wellington East Girls College
- Wellington Group of Reflexologists
- Westpac Bank, Christchurch, Porirua
- Wotzon.com

Testimonials

Sales & Marketing Executives International, Cherie Marshall, Executive Manager

"The feedback we have received from those who attended was extremely positive and people were clearly fascinated by the topic and found the content extremely useful. Your follow up email information after the event added excellent value to your thought provoking presentation.

It was great to see a truly professional presenter in action!"

Kensington Swan Lawyers, Solicitor

"The Networking Skills session was very interesting and relevant. It answered some of the things I have always wanted to know."

Safe2Go, Joy Gunn

"After dinner speaking is often quite difficult, however Kim kept our group engaged from the moment she started speaking until the end of her presentation. Not only did many of our trainers comment on how quickly the time had gone, but they were also enthusiastic about the value and practicality of Kim's information.

In the evaluation trainers completed at the end of our 2 day session, Kim's presentation was rated as one of the high points by the majority of trainers. Most made a point of commenting separately on her presentation"

Capital SWAP, Graeme Nicholls

"In a year of great speakers, your presentation stood out as highly professional, organised and motivational."

Her Business Network, Louise Robertson

"Kim's enthusiastic and relaxed manner appealed to the audience of women, as the presentation was tailored to their particular needs and concerns. Kim was a very entertaining presenter who was eagerly received by the participating audience. We have had very good feedback on the excellent and informative presentation Kim gave, and we would welcome her back at a future date."

Intergen Wayne Forgesson

"Thank you for your presentation at the Intergen Twilight Seminar. Your presentation was very informative, professional and thoroughly enjoyable. From the start it was obvious this was going to be an enjoyable presentation and you continued this theme throughout. Feedback from all who attended was very positive and I have no hesitation in recommending your services to anyone looking for guidance in this area."

Parents Centre, Joan Hay, National Training Manager

"Kim, the group enjoyed your personal presentation, your confidence and ability to work with a group. Your feedback was valued and presented in a very positive way. It was felt that you knew the level of our skills and abilities."

CSBM, J. H. Business Tutor

"Kim, all conference participants mentioned you and your speech in the break and many have signed up for your email newsletter - what a wonderful idea.

We were so impressed that we are going to get a group together and see if you would come over and show us how to be confident in our communication. We are all at the stage where we have to get up in front of people—we need you.

Thank you so much for giving us some very valuable pointers about communication and motivation."

Kapiti Coast District Council, Strategic Projects Officer

"I would just like to say a very big thank you for your excellent course, it was one of the most practical and useful I have ever attended. I had cause to draw on what I'd learnt yesterday when I was called in to speak at our Spring Lecture Series at the last minute (4 hours notice). I used your booklet to plan it and my colleagues helped me practice (something I'd never done before). I did all the positive thinking you suggested and I did a really good job :-)

Thank you again for your great professional help."

Biography

Kim Chamberlain

MA Hons Linguistics Edinburgh, NVQ 4 , Dip CG, Dip FJ, ATM, APS

Communications Trainer, Professional Speaker, Author

Described as 'a positive, open, friendly and inspiring woman', Kim is a communications trainer, professional speaker, and author. She is the founder and Principal of *Successful Speaking*.

Training

Kim has worked for ten years as a trainer, running many in-house and public courses for a wide range of organisations.

She has undertaken several training programmes herself to hone her skills, including 'Train the Trainer' 'How to train adults' and 'Accelerated Learning' courses.

National Speaking Award

An educational and motivational speaker and trainer, Kim has won many speaking awards and was the New Zealand Toastmasters National Speech Evaluation Champion.

To achieve this, Kim spent three years studying speaking and evaluation methods in order to best help speakers improve.

Kim was the Founding President of Wellington National Speakers Association, the peak body for professional speakers, and holds the APS level of qualification (Accredited Professional Speaker), one of only a handful of people.

Published Author

Her passion is to help people to learn while having fun (you learn more when you laugh), and she has written two educational books based on this principle.

Her 3rd book *Successful Woman* was released in 2004, and she has since published several e-books.

International Award

In 2000 she was voted as one of the top newsletter writers in the world. Kim incorporates similar techniques in both speaking and writing to add impact to her message. The skills she teaches for delivering presentations also increases people's ability to produce quality written work.

Originally from the UK, Kim lived in New Zealand for several years where she set up Successful Speaking. She re-established the business in East Africa where she lived for two years and then returned to the UK in 2010 to establish the business there.

Her work history includes Careers Advice, Special Needs, Management, Freelance Writing and Business owner.

She is married to Jon and has two children... and a passion for chocolate!

