

# Carter Bond

## Solicitors

### The Company

Carter Bond Solicitors is a boutique, corporate commercial law firm of energetic, forward-thinking specialists. They offer legal expertise to individuals and companies across a wide range of sectors.

They pride themselves on providing practical, tailored solutions which help their clients to grow and prosper.

One half of the team are business owners themselves. So they know their busy clients need compelling, innovative advice to compete effectively.

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*"Alex helped me tremendously with my public speaking and Presentations; amongst other parts of the business. The results speak for themselves. I now enjoy speaking regularly at our own and other company events."*

Reena Popat, Managing Partner  
Carter Bond Solicitors

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### The Challenge

Reena Popat is the Managing Partner of Carter Bond Solicitors. A highly experienced business owner, entrepreneur and Commercial lawyer, her prospect events were always well attended.

However enquiries at these events did not always translate into new business instructions.

She recognised she needed additional business skills to help her deliver the perfect pitch to win new clients.

She asked coaching expert [alexpetty.biz](#) to provide presentation skills training to help her achieve this.

### Stats

Previous prospect event

3 instruction from  
50 delegates

Post training event

15 instruction from  
45 delegates

## The benefits from participating in the Presentation Skills Workshop

Many people have a deeply ingrained fear of pitching to an audience. Our supportive framework removes the fear. Delegates learn to 'own the room' and start to love presenting!

Our flexible toolkit of resources and gold nuggets of wisdom can be used to increase impact across an infinite range of business situations.

Post training, delegates feel they have a firm foundation for becoming proficient, impactful public speakers, increasing their confidence every time they present. A previous delegate saw a 90% improvement in positive delegate feedback post-event, leading to more prospects becoming clients at each event.

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*" All presentations are a sale – either your audience buys your message; or the presenter buys 'not interested'. "*

*Alex Petty*

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The workshop is a presenter-led session for one or more participants, with no pre-requisites for attending.

We incorporate all three Neuro-Linguistic Programming styles (NLP); Visual, Auditory and Kinaesthetic. That way, everyone can benefit from their preferred learning style.

The format is slide based with participative activities 'so you can try out what you have learned in a safe learning environment'.

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### Present with Confidence

This practical ½ day workshop introduces the concepts, preparation and skills for delivering great presentations.

There are real and practical examples of how to present effectively, dos and don'ts and an appreciation of how to achieve a well-run presentation.

Delegates learn practical techniques for overcoming the fear of presenting together with other soft skills for making presentations convincing and compelling.

The logo for Alex Petty Biz features the text 'alexpetty.biz' in a lowercase, serif font. The 'a' and 'biz' are in a dark purple color, while 'lexpetty' is in a golden-yellow color. A thin, curved arrow starts from the top of the 'x' and points towards the top right, crossing over the 'y'.