

# Develop Leaders Who Inspire

---

**THE  
HUMPHREY//  
GROUP**





# Our Focus



# Ineffective Communication Comes at a Cost

An estimated \$37 billion cost of employee misunderstanding (including actions or errors of omission by employees who have misunderstood or were misinformed about company policies, business processes, job function or a combination of the three) per year is lost due to communication challenges.

[PRovoke Media](#)

---

## *Causes Workplace Errors*

86% say ineffective communication is the main cause for workplace failures and errors.

[Salesforce.com](#)

## *Increases Turnover*

63% want to quit because ineffective communication interfered with their ability to do their jobs.

[Dynamic Signal](#)

## *Generates Anxiety*

80% say ineffective communication is causing workplace anxiety.

[Dynamic Signal](#)



# Effective Communication Inspires Action

We'll teach you how. The Humphrey Group is dedicated to helping your people become better leaders through better communication. We provide leaders with a practical approach that helps them define their values, build connections, and share ideas in a way that inspires and motivates others.

We believe that every time you communicate, you have an opportunity to lead and inspire others.



# Benefits of Investing in **Improving** Leadership Communication



## Enhanced Engagement

Effective communication helps employees understand goals and gives them a voice, thereby increasing engagement.



## Increased Morale

Increased engagement also leads to happier employees and higher overall satisfaction



## Fewer Conflicts

Better communication leads to better understanding and clarity, which can help prevent and resolve conflicts.



## Reduced Turnover

Happier, more engaged, and better-connected employees are less likely to leave their organizations.



## Better Collaboration

Improved communication can foster increased trust, mutual respect, and better working relationships.



## Higher Productivity

When employees have clear direction, higher engagement, and less conflict, they have more time to focus on the work that matters.



**Our  
Work**



# Signature Learning Experiences

Create Better Leaders

Speaking  
as a Leader<sup>®</sup>

Taking  
the Stage<sup>®</sup>

Presenting  
as a Leader<sup>™</sup>



# Speaking as a Leader<sup>®</sup>

---

This Signature Learning Experience teaches leaders how to improve their leadership speaking skills and speak as a leader in any interaction.





# Experience Overview

The spoken word is one of the most powerful tools in a leader's toolkit. Learn to leverage this power in Speaking as a Leader®.

Designed for experienced leaders or those moving into leadership roles, Speaking as a Leader® teaches participants a simple methodology to inspire every time they speak. When leaders learn to speak with clarity and confidence, they motivate their teams, gain the support of their peers and key stakeholders, and create the direction and alignment that enable groups to achieve their goals.



# Learning Outcomes

**In this Signature Learning Experience, your employees receive the knowledge and tools to...**

- Inspire action through communication.
- View communication as a leadership opportunity.
- Speak with clarity and conviction in every interaction.
- Create powerful, message-driven communications.
- Support every message with the right amount of information.
- Conclude every interaction with a clear call to action.
- Display the presence, both physical and verbal, of a leader.
- Plan for critical conversations and how to navigate them.
- Structure their thinking on the fly in impromptu discussions.

# Presenting as a Leader™

---

This Signature Learning Experience teaches learners how to inspire, motivate, and engage their audience during presentations.



# Experience Overview

Powerful presentations motivate an audience to act. Learn how to inspire your audience to take action with presentation skills training.

Appropriate for anyone who often creates and/or delivers presentations, Presenting as a Leader™ gives learners the skillset, mindset, and toolset to inspire others through presentations. By bringing their own past presentations into the classroom and rebuilding them, learners have a chance to see where they typically go wrong and how to make a greater impact with their approach, their visuals, their speaking notes, and their delivery style. Both the virtual and in-person learning experiences are led by an expert Humphrey Group facilitator and provide extensive opportunities for peer discussion, feedback, and practice.



# Learning Outcomes

In this Signature Learning Experience, your employees receive the knowledge and tools to...

- Shift their approach to presentations from information to inspiration.
- Use presentations to demonstrate their leadership in a given area.
- Craft audience-centered messages.
- Build slide decks that are easy to follow, simple to understand, and beautiful to view.
- Use slides and visuals in delivery without being upstaged by them.
- Engage any audience, whether virtual or in-person, through body language, pace, eye contact, and expression.
- Answer questions with confidence and clarity.



# Taking the Stage®

---

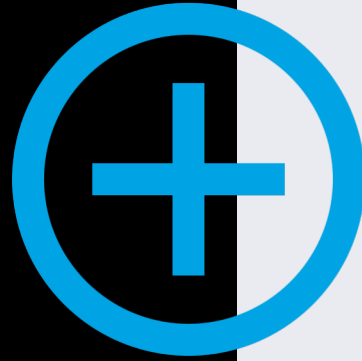
This Signature Learning Experience creates a purpose-built space for women to come together and address their challenges while building leadership communication skills.



# Experience Overview

Stand up, stand out, and elevate your voice with Taking the Stage® - a powerful communication skills training program for women.

Designed for new and aspiring women leaders, Taking the Stage® is a purpose-built space for women to come together and discuss the specific challenges they face while developing their leadership and communication skills. When women come together to learn from and support one another, they create an open, trusting environment where learning and growth can flourish.



# Learning Outcomes

In this Signature Learning Experience, your employees receive the knowledge and tools to...

- Embrace and communicate a leadership identity.
- Identify mindsets and habits that do not serve their goals.
- Craft message-driven communication using a logical structure.
- Use strong, assertive language.
- Adopt a powerful vocal presence.
- Achieve an authentic physical presence, both in-person and virtually.
- Capitalize on conversations as leadership opportunities.
- Effectively navigate conflict in conversations.
- Develop their network of women leaders across the organization.



# Our Partnership





# We Partner w/ You Every Step of the Journey

If we are not driving positive impact, growth, and change, then we are wasting your time and ours. We listen, connect, and address your needs in a way that is immediately relevant and applicable, ensuring your goals are met.

*We make certain you are satisfied through end-to-end client service support.*



*We chose The Humphrey Group to be our global partner for leadership communication training. They have worked hard to understand how we want our leaders to communicate, and then they tailored programs to meet our specific needs for those skills.*

*- Chief Human Resource Officer, Financial Industry*

*The Humphrey Group's communication training taught me how to convey my thoughts in a manner that touches my audience by being authentic, acknowledging the issue and setting a call to action. The quality of the instructors and their personal coaching makes all the difference.*

*- SVP of Information Technology , Retail Industry*





# Learn More

To learn more about how The Humphrey Group improves leader communication at all levels of your organization, please contact us.

---

Enter phone number + extension  
EMAIL [@thehumphreygroup.com](mailto:@thehumphreygroup.com)  
[www.thehumphreygroup.com](http://www.thehumphreygroup.com)

! Enter contact info  
• before sending  
to the client

