



Presence WS1

What does presence mean to you?

- Being in the moment / emotional intelligence (read the room)
- Having a commitment
- Valuing yourself and others
- Focus
- Grounded
- People look to you for...
- Charisma
- EQ
- Contributing
- Subtle presence / outgoing
- Inspiring / respected
- Quality output / people

What's important about having presence?

- Feel natural / authentic / genuine (from my perspective and others looking on)
- Authenticity / belief in the message
- Shows others you hear them / you're listening / that their views are important, that you care
- Helps to develop relationships and partnerships
- Influence / credibility
- Showing that you value others time
- Continue to prove value and perpetuate with "privilege"
- Etiquette



What's the impact of not having presence?

- Lack of interest
- Loss of credibility / respect
- Charisma / lack of – lost interest
- Lack of engagement / waste of time
- Wasted opportunity
- Lost potential
- Breaking down of group dynamic
- Gives permission for others to follow suit
- Poorer brand recognition
- Worse outcomes
- Career progression stalling
- Lack of influence
- Turning people off

Key actions and takeaways?

- Needs to be acknowledged – etiquette developed?
- Having awareness of personal presence
- If we lose it, tough to get it back – what are we sacrificing
- Lost potential (theirs and others)
- Being present in all relationships – home / work
- If we're present contribute – if not leave / allow others in
- Help others to see this
- Family – quality time
- Frequency we transmit to others