

# COMMUNICATION GURU

## Virtual Training References 2020 >>

"Thanks a lot for taking the time to giving us the online session on how to better adapt ourselves to client meetings in a virtual environment. You have enabled us to rapidly rethink and retool our usual in-person client pitch to adapt for the current COVID-19 lockdown.

Our next day VC client engagement with 20 plus attendees went brilliantly. Your input was vital for us to make the changes required to effectively communicate online.

Given the rapid rise in this tech revolution, I am positive this form of engagement will become a norm and what you have shared with us will go a long way in helping us to adapt to the new changes that are to come.

Your efforts were truly appreciated."

**Mpumelelo Kondlo**

*Fixed Interest Fund Manager  
Visio Capital Management*

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"Thanks again, it was a great virtual course and I found it very useful and helpful. I would most certainly recommend this virtual presentation skills programme – it's a great course and would be beneficial for others."

**Clinton Pillay**

*Institutional Client Manager  
Prudential Investment Managers*

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"We recently had to change our plans and pitch to a client over video call rather than a scheduled face-to-face meeting. Having no experience in pitching to new clients over video conferencing we asked John to give us some pointers on how to do so effectively.

Turns out that the rules of engagement are different between video conference and face-to-face presentations. John gave us the tools to effectively engage and deliver our message clearly and effectively. Using the roles of engagement that John taught we had a very good meeting. We were able to present our message clearly while keeping the client focused and interested during a three hour presentation. "Crisis communication" due to the COVID-19 travel restrictions and social distancing can still be very effective if you do it right. John's guidance ensured that we did."

**Jonathan Myerson**

*Head of Fixed Income  
Visio Capital Management*

"Thank you again John. I'm really grateful for your time and effort over the last couple of days, it was incredibly useful and I must say it all came together very well today. I enjoyed today especially – practicing the thinking on your feet as well as re-doing yesterday's presentation, was so helpful to have the opportunity to practice and improve. Yesterday I blushed very red but today nothing! I am really impressed with the virtual work you do and am so grateful on behalf of our clients in the investment industry"

**Karen Shewan**

*Institutional Client Manager  
Prudential Asset Management*

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"It went really well. I was worried for nothing. John and I had a fruitful virtual session. Looking forward to the next!"

**Ramadimetja Chuene**

*Junior Analyst  
Old Mutual Investment Group*

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"Communication Guru, John French, has managed to shift his very successful in-person curriculum to a highly relevant and impactful online curriculum.

John has a remarkable eye, an unswerving commitment to results and a compassionate heart that creates a safe space for people to learn. His facilitation style fosters a space – online and in person- where delegates can drop their guard and have authentic conversations. His insights over 24 years of experience trigger a-ha moments of self-awareness. These moments help them shift from taken for granted assumptions that lead to unproductive behaviour, to exploring different options that might lead to more productive behaviour.

I recently observed how he took a disengaged group of corporate clients with unimpressive individual and corporate virtual brands, to a group of engaged delegates with the skills to represent themselves and their organisation with authenticity and professionalism. This training programme was done virtually.

I wholeheartedly recommend him."

**Nadine Mayers**

*Course Convenor  
University of Cape Town Graduate School of  
Business Executive Education*

COMMUNICATION  
**GURU**



"It's almost impossible to succeed if you cannot communicate effectively"