



# INSPIRING STRONGER RELATIONSHIPS

for a *shift* in mind

## UNLEASH THE POWER OF FAITH!

### Encoding High Performance Behaviours

Faith Wood is a Communication and Presentation Specialist. She is a Certified Professional Speaker, internationally trained hypnotist and a well respected author.

Faith helps groups and individuals identify where they may be losing objectivity and perspective, particularly where it relates to their communication and presentation style. With energy, enthusiasm and (often) laugh out loud stories/scenarios, Faith shares a “behind the curtains” look at how groups and individuals try to wiggle out of the conflicts (and communication traps) they find themselves facing.

As a former peace officer, mediator and negotiator, she bring 15 years of front line conflict de-escalation experience and insight to her presentations. As a hypnotist, she has discovered how to de-code the mysteries of the mind and will show you how to create patterns of ethical influence in quick and simple demonstrations designed to keep your group ‘fascinated’.

*“It was incredible, I came out of the session with a renewed idea of how to be an influential person. I would certainly recommend anyone in a leadership or human resources related role see Faith Wood speak about Influence.”*

*- Martin Palindat*

As a Neuro Linguistic Programming (NLP) trainer, she will share strategies for forming strong interpersonal relationships built on integrity, authenticity and trust.

### PARTIAL CLIENT LIST



Faith's happy clients include Government Personnel, Associations/Clubs, Nonprofit Organizations and Education & Private Sectors

## THE ACCIDENTAL AUDIENCE

Based on the suspense novels - The Accidental Audience and Chasing Rhinos, Author Faith Wood shares insights on the key influencers of human behaviour and subsequent decision making.

From perception to response, two of the most basic and powerful human influencers are the desire to belong and the desire for significance. To satisfy these needs we attach ourselves to the beliefs of others – our family, our friends, our superiors, our culture, our society. These beliefs impact our perceptions of the world and ourselves. Over time, the only evidence we see is that which supports what we already believe to be true; and we ignore any evidence that contradicts our beliefs. We become blind to that which makes us uncomfortable – we enter a state of Willful Blindness.

This blindness exists because it helps us simplify our world. It takes massively complex issues and distills them down to basic concepts that make us feel comfortable – like simple definitions of “right and wrong” or “good and evil”. It makes life much easier to live. It makes us comfortable. But it also places limitations on us because everything outside our warm safe circle becomes our blind spot. This is an unconscious process. We think we see more, even as our landscape shrinks. As a result, we increase the potential to miss vital information that could negatively impact the results of our projects and timelines. In order to prevent this, we need to understand how to keep an expanded viewpoint and follow the important clues.

## SECRETS of ETHICAL PERSUASION

Surely you’ve asked yourself more than once, what makes one person more successful than another? Or a certain business more lucrative than their competition? A Project Manager more in demand than another? Maybe you’ve even tried hundreds of different techniques to imitate them and increase your team’s momentum and productivity, but not been able to obtain the same results you have seen in others?

It’s common to attribute their success to luck, position, charisma, or economic power. But this is definitely not the whole picture. Although these factors are important, Psychology also plays a significant role in a successful reality.

If you think that success is only based on luck, you’re going to change your mind as soon as you discover some of the most powerful tools for getting momentum out of your teams: Ethical Secrets of Persuasion.

In this engaging keynote address, Faith will reveal secrets she learned on the front line of law enforcement and family politics and share with you some of the hidden secrets behind getting people to want to work – these are the secrets of influence and persuasion.

**Audiences will discover the psychology behind:** building rapport and establishing trust; handling tough conversations with greater confidence and assurance; and, ensuring you and your message are remembered for the right reasons.

## MINDING your NON-VERBALS

Law enforcement crisis and hostage negotiators are world-renowned for their ability to apply expert conflict resolution and communication skills in situations that are tense, (potentially) volatile, and where lives can be at risk. What most don’t realize perhaps is how much the negotiator’s presentation skill matters.

Learning the strategies that these professionals apply to their distinct negotiation setting is not only interesting but it can also help you. Although their work is very different from yours most likely, the tools they use to effectively communicate and resolve a situation is still applicable to you and your work in influencing your team’s decision making.

Through the study of how our minds and bodies are linked, we can de-code the secrets of communicating more efficiently – both verbally and non-verbally. The importance of developing strong relationships with others, especially during times of crisis, cannot be overlooked.

The techniques discussed in this presentation will help you to understand human behaviour, how decisions are reached and assist you in developing a high level of rapport and influence with virtually everyone you come in contact with.

Faith Wood, a former law enforcement officer, will pull back the curtain and reveal a few trade secrets of how to positively influence and persuade so that you can achieve greater results with the individuals you lead personally and professionally.

**ARE YOU READY TO UNLEASH THE POWER OF FAITH?**



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