



2022 Australasian Fleet Conference & Exhibition

AND FLEET AWARDS

MAY 3-4

ROSEHILL GARDENS RACECOURSE SYDNEY

EXECUTIVE PRESENCE

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Careers Advance



EXECUTIVE PRESENCE



*WHAT IS IT?
WHY DO I NEED IT?
HOW CAN I GET IT?*





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**What about these world-renowned leaders
EXUDES executive presence?**

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What about these world-renowned leaders EXUDES executive presence?

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What is Executive Presence?



Ability to inspire
confidence in OTHERS to
trust you

Reflection of how
willing OTHERS are to
engage with you

How OTHERS
experience you

more money is spent on leadership development
than any other area of corporate learning, yet

71%

of companies do not feel their leaders
are able to lead their organization into
the future

Why Executive Presence Matters

Strengthen company culture

Manage teams well

Improve customer relations

Improve organizational performance

HR







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What words describe someone who LACKS executive presence?

They are...

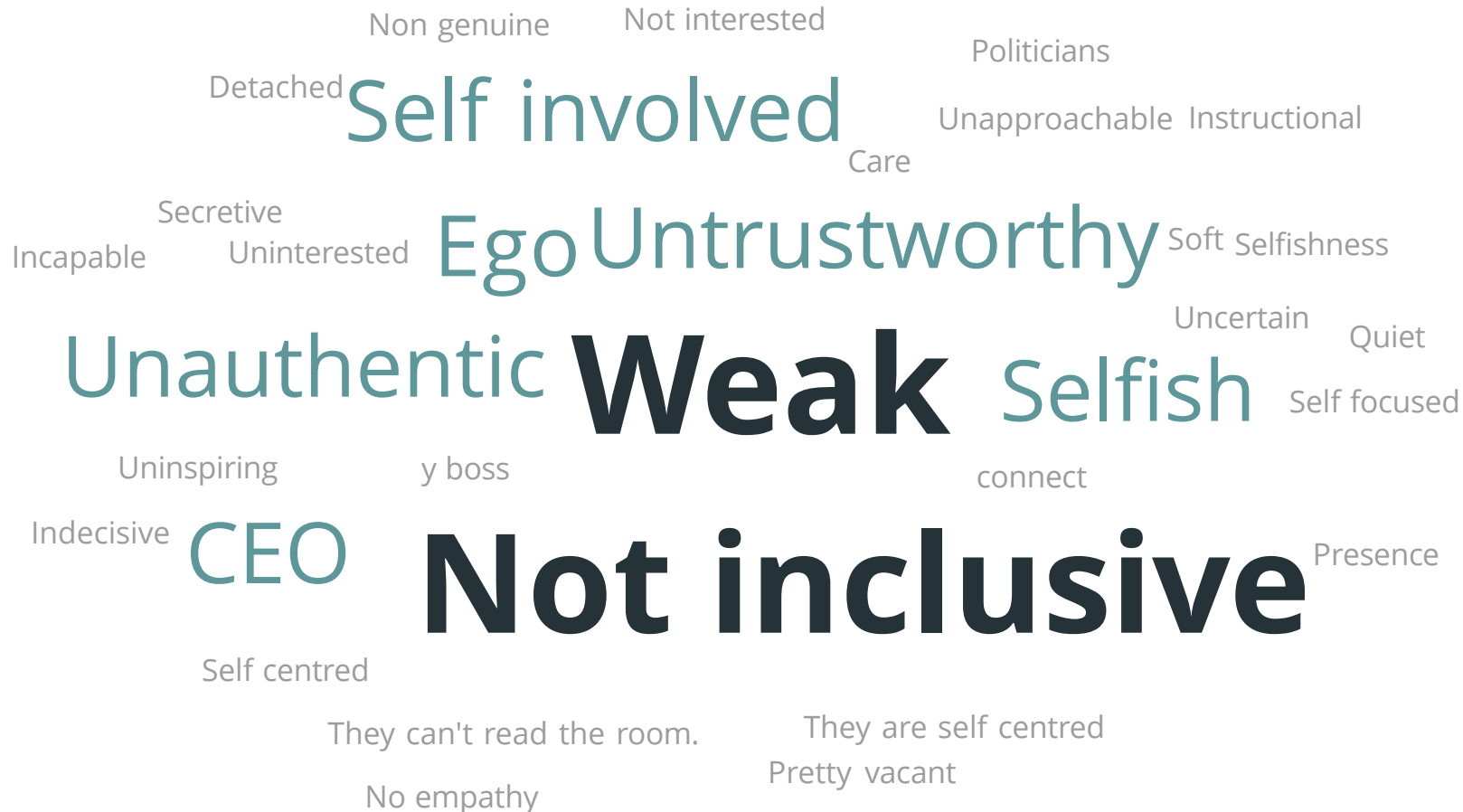
They aren't...

They don't...

They can't...

i Start presenting to display the poll results on this slide.

What words describe someone who **LACKS** executive presence? They are... They aren't... They don't... They can't...





Falter under pressure



Wrong body signals

Ramble



Don't listen well

IQ
15%

EQ
85%

Surface
Meaning

Cognitive Factors

Thinking, Reasoning, Decision-making,
Logic, Recovery, Attention, Perception

Deeper
Meaning

Emotional Factors

Surprise, Anger, Happiness, Fear, Love, Acceptance,
Perception, Expectation, Disgust, Sorrow





VISION

A serene sunset over a body of water. The sun is low on the horizon, creating a bright, shimmering reflection on the water's surface. The sky is a mix of soft yellows and oranges, transitioning into a darker blue at the top. In the foreground, several pieces of dark, weathered driftwood are scattered across the water's edge, some partially submerged. The background shows a dark, silhouetted shoreline with trees. The overall mood is peaceful and contemplative.

Quiet Confidence

4 STEPS TO BUILD EXECUTIVE PRESENCE

- 1. Assess yourself**
- 2. Get feedback**
- 3. Observe other leaders**
- 4. Hold yourself accountable**





Falter under pressure



Wrong body signals

Ramble



Don't listen well



Don't know your value

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What's your VALUE statement?

I...

i Start presenting to display the poll results on this slide.

What's your VALUE statement? I...

039

I tell stories about people and businesses
Link people and knowledge to create outcomes I get people out of their comfort zone
Trusted to deliver relevant software solutions Fixer Live, love and respect
Inspire others Work smarter not harder Provide excellent service

I work with honesty and integrity

I make this look good!! i Help your driver when they are the most vulnerable I make fleet a focus.
Trusted, knowledgeable and reliable People Keep people safe at work
ORIX helps businesses move their people from A to B Innovative
Make my customers lives easier I get stuff done.

When my absence
doesn't alter your **LIFE**,
then my presence has
no meaning in your life..



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