

PRESENTING WITH POWER

Q&A

Q: What if the presentation did not end up / finish on the outcome you were hoping for?

A: Not every presentation leads to the outcome you want—and that's okay.

What matters most is how clearly you communicated your message. Seek feedback by asking if there was anything you could have positioned differently or clarified further.

Afterwards, reflect: Was my purpose clear? Was my point sharp? Was my proof strong?

Even when the answer is no today, you're building visibility and credibility that compound over time. And that's worth celebrating!

Q: My habit is to say "Um" a lot! Any tips?

A: See free resource.

Q: I often apologise a lot - not that I'm actually sorry. But its my way to not come across so "strong". Any tips?

A: See free resource.

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Q: Do you have any tips for delivering weekly in-person updates to the senior leadership team when there hasn't been much visible progress since the previous update, but you still want to demonstrate value?

A: Just because nothing is visible- doesn't mean nothing has been done. Your job is to showcase the behind-the-scenes work- e.g. problem solving, risk management, stakeholder engagement.

E.g. "While the major milestone remains scheduled for next month, this week we've de-risked key components by addressing [X] and aligned with [Y] stakeholders to prevent delays.

Or "Our focus this week has been identifying early warning signs and ensuring we stay on track despite [emerging challenge]."

I recommend delivering your update in 60-90 seconds, unless invited to expand. Focus on clarity, not over- explaining.

Q: What are some effective strategies to manage nerves before and during a presentation, and how can I turn that nervous energy into a positive force for my delivery?

A: Nerves are common and expected. Manage them by focusing on the audience and what they need to hear. Checkout the free resource for practical tips.

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Q: I present a fair bit for work and mostly via Teams, however, sometimes I find it hard to read people on the computer. Any tips?

A: Presenting virtually is different — you lose some of the non-verbal feedback you're used to in person (like nods, smiles, or energy shifts).

But you can still lead the energy of the room — and even create feedback — by adjusting how you present.

- At the beginning of your presentation, invite engagement: "Feel free to pop reactions in the chat, give a thumbs up if something resonates, or come off mute with questions."
- Instead of "Any questions?" (which often gets silence), say: "I'm going to pause here—what's standing out so far?" or "What's landing for you at this stage?"
- Up your energy through strong posture, smiling or hand gestures to keep things 'alive'. Acknowledge any feedback you receive

Interested in building your leadership communication skills? **Book a strategy call with Bren & Chris.**



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