



CLEAR, CONFIDENT, CREDIBLE ADVISOR

*This is a two day,
in-house workshop.*

*Investment: SGD 13,600
For 20 pax, SGD 680 pp*

Its purpose is to upskill finance team members with the confidence, credibility and skills needed to shift from transactional communication to playing a more assertive, vital and relevant advisory role. As a result, they will be able to complement the industry's technological advances with powerful human value to build substantial trust, respect and buy-in with clients and stakeholders.

Who Will Benefit?

Anyone in finance who:

- Shares information with other parts of the business
- Helps Stakeholders to understand the critical nature of financial information
- Guides Stakeholders how to use the information effectively

And would like to do this with more confidence and in a way that ensures positive outcomes.

IBF Accredited Programme

This course is recognised under the Financial Training Scheme (FTS) and is eligible for FTS claims subject to all eligibility criteria being met.

Please note that **in no way** does this represent an endorsement of the *quality* of the training provider and course. Participants are advised to assess the suitability of the course and its relevance to his/her business activities or job roles.

The FTS is available to eligible entities based on the prevalent funding eligibility, quantum and caps. Find out more on www.ibf.org.sg

CONTACT US NOW FOR MORE INFORMATION ABOUT THIS IN-HOUSE WORKSHOP:

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This programme is for finance team members to develop their ability to advise the business effectively and add value to financial discussions with their Stakeholders.



KEY OBJECTIVES

- Communicate effectively to different Stakeholders, overcoming barriers and fears in order to provide financial advice from a broad and accurate perspective.
- Create carefully structured messages that have a people focus to achieve buy-in as an advisor.
- Master an authentic approach to building credibility with Stakeholders.
- Shift from transactional communication to adding more value in an advisory role.
- Have more confidence to speak on the spot and deliver a clear, concise and understandable message.

KEY TOPICS

- Qualities of great influencers and communicators
- Barriers to effectiveness in advisory roles
- Skills to become a credible advisor in the financial industry
 - Manage your state
 - Speak confidently on the spot
 - Create impact with voice and body language
 - Structure the message
 - Respond to reactions
 - Answer unexpected questions
- Making a positive impression virtually and face-to-face
- Gain acceptance in uncertain times
- Understand what the Stakeholders need
- Add value to the business as an advisor

WHY THIS WORKSHOP?

The workshop is highly experiential and allows for personal development across the two days. It has been developed specifically for the Finance Industry, focusing on the changing needs of the business and the new advisory role that staff will need to feel comfortable taking on. Beginning with an advisory activity that is videoed and finishing with another opportunity to advise while being assessed, participants will be able to track their development and leave feeling confident and credible as advisors to the business.

WHAT PREVIOUS PARTICIPANTS HAVE SAID:

- I learnt new concepts which I find very helpful. Thanks!
- Interactive, we see ourselves improving over the 2 days.
- The trainer encourages us a lot.
- Useful and relevant content.
- Very practical learning points that we can apply in our daily work.

Your Journey of Enablement and Transformation

www.jetdelivers.com