



## PROPOSITION FOR PHILIP BLISS Ltd

### WHAT IS IT THAT WE DO EXACTLY?

**Philip Bliss provides leadership communication skills training:**

VOCAL
Pace
Volume
Pitch
Clarity
Vocal Enrichment



PERSONAL
Confidence
Release of physical tension
Body use
Presence / Impact
Listening Skills



**THE TRAINING IS FOCUSED ON COMMUNICATING IN THESE PROFESSIONAL SETTINGS:**

- Leading and inspiring
- Coaching
- Presenting to small or large groups or spaces
- Pitching alone or in groups
- Meetings with colleagues and seniors
- Client meetings



A typical learner could be described as someone in, or new to, leadership; who has a technical background and who is having to lead, inspire and coach – or simply as someone for whom communication can sometimes get in the way of their ambitions. But we don't like to think of the companies or individuals we work with as being typical – as everyone and every business communication setting is different.

## WHY DO I DO WHAT I DO?

I do this because I believe that everyone deserves to be heard. Your voice matters – without it nothing changes; nothing moves forward, for you, and for those around you.

After fifteen years as an actor, following my passion for the voice, I started out teaching phonetics and speech fundamentals to undergrads. I was invited by the Central School of Speech and Drama (London University) to work with the long-termed unemployed and refugee groups, to see if voice work could help them. It did - beyond expectation. As my practice evolved into training leaders, I learned that the voice – and its ability to let us down - is a universal thing; communication skills can let you down whoever and wherever you are.

My work can produce a feeling of control, self-assurance and confidence that enables the learner to fully realise their potential – another great reason to do what I do.

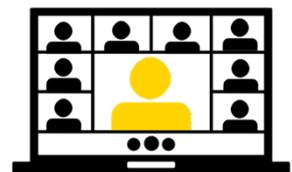
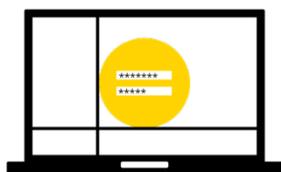
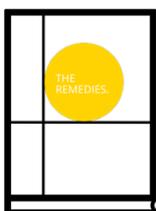
## HOW DO WE DO WHAT WE DO?

Ever since I started out teaching, I was driven to give learners support beyond the class. Practice is key to success in this field and I have always tried to assist that practice as best as I could.

Now I have a whole suite of learning support tools - in print, online, animated, illustrated, filmed and recorded. We have the teaching and the tools to assist development; whether a motivated self-learner, an individual in a taught group program, or someone having private training.

When teaching, the challenge for me has been to understand the individual and the setting in which communication is difficult - and to provide simple, practical strategies to overcome any difficulties. My learners have called these strategies “Phil’s remedies”; my manual on communication skills is called *The Remedies*. It’s a manual; with quick fix solutions, illustrations, diagrams, and detailed chapters for those who want to go deeper. Using teaching notes that go back decades, the manual focuses on what learners have asked me to fix over the years. Its written following the same learning trajectory that I use in class.

Our peerless learning support enables the training to be layered; in group, 121, in-person, on live video, online, in print.



## LEARNER JOURNEYS

**The Independent Self-learner** - This learner has bought a print copy of *The Remedies* manual on our shop page at [www.philipbliss.co.uk](http://www.philipbliss.co.uk)

The print copy of *The Remedies* manual includes access (through a login password) to the digital version of *The Remedies*, which is housed at the [www.blissvoicebox.com](http://www.blissvoicebox.com)

The user-friendly digital *Remedies* manual fully complements the print version, with its moving illustrations and clickable filmed and recorded content. Like the print version, it has a clear and simple learning trajectory.

The user is able to effortlessly layer their learning experience between the two versions; on page and online.

**The Self-learner Pro** has been given login access to our learning support site [www.blissvoicebox.com](http://www.blissvoicebox.com) as their company has bought a monthly subscription per employee.

Login for this user will take them to their “Company Page” – an exclusive area where only the client company employees have access. The area is branded for the client. The user will be welcomed to the learning experience by two films, one from a leader of their company and one from Phil Bliss. We can, if desired, further tailor the “Company Page” with other content that reflects the aims of the communication training.

The learner uses the digital *Remedies* manual, with its a clear and simple learning trajectory, to achieve their communication skills goals.

The digital manual is user friendly and supports progress with its moving illustrations and clickable filmed and recorded content.

This digital only access works as a stand-alone course, but it can be supplemented by layering the learning experience with the print version of the manual.

**The Pro Package** learner is part of a group program that is being taught by Phil, or a collaborator, and has password enabled access to [www.blissvoicebox.com](http://www.blissvoicebox.com). Here the learner will go direct to their Company Page where only those on the program have access. This space is client branded.

The Company Page houses all the support the learner needs to progress between classes given in person or on live video. At the click of a button the user finds recommended program content that is updated as the learning progresses, to enable development between and beyond the teaching.

Before the training commences, Phil has analysed filmed footage and questionnaires from the cohort so that the program is designed specifically for the individuals within the group.

The program takes one, to as many as six, days in person, delivered over a period of months. Some modules can be taught on live video link.

At an agreed moment in the course, the learner can schedule a 121 video call with Phil or a collaborator via their Company Page.

For motivated self-learners within the group, this package includes access to the digital version of the *Remedies* manual. Again, this can be layered with the print version.

**The Pro Ultimate** has a series of one-to-one sessions with Phil, or a collaborator, in person or via live video link.

Before commencement, clear and specific aims are set with answers to a brief questionnaire and by viewing an introductory film of the learner (shot on a phone). Any filmed footage of professional speaking engagements is also analysed.

After each class, the learner will be sent a recap film with notes of the lesson, together with any other filmed, or recorded learning support deemed necessary. A personal regime of change is given so that the learning builds step by step. Often, we work towards a major speaking event by implementing development in smaller interactions.

The learner also has the *Remedies* manual in print and access to the digital version online.

	<b>The Independent Self-learner</b>	<b>The Self-learner Pro (Group)</b>	<b>The Pro Package (Group)</b>	<b>The Pro Ultimate (Private Classes)</b>
The Remedies (In Print)	✓	(Optional)	(Optional)	✓
Access to The Remedies (Digital)	✓	✓	✓	✓
Own Branded Company Page		✓	✓	✓
Video Welcome		✓	✓	✓
Pre-Training Questionnaire & Film			✓	✓
Company Page Updates			✓	✓
Training with Phil (or Collaborator)			<b>1 to 6 Sessions + 121</b>	<b>1 to 6 Sessions</b>

## WHO HAVE WE WORKED WITH?

We are based in London, but work around the world; with top bankers in Stockholm, to disabled children in Jodhpur, with start-ups to global corporations, with Presidents, CEO's, Team Leaders, or leaders of the future – in every conceivable sector. Basically, we work with individuals who need to communicate leadership - whatever the setting.

Please go to our OUTCOMES page on [www.philipbliss.co.uk](http://www.philipbliss.co.uk) and see and hear who our learners are, and what they have to say about what they have learned and how it impacted their goals in life.

*“Phil Bliss enables those he works with to get the best out of their voice and so give the speaker confidence. He carefully listens and observes so that he can work creatively with each individual.*

*He believes strongly, as I do, that to help people express themselves well and find their own voices, is vital to the ongoing growth and creativity of each person”.*

Cicely Berry. CBE. Director of Voice. The Royal Shakespeare Company.

