

Building Elite Influence & Persuasion

Get the cheat codes to performance

FORMAT

Flexible [in person | virtual | mixed]

DURATION

2 hours | Half day | Full day

AUDIENCE

- Leaders, Professionals, & Athletes
- Teams & Staff Cohorts

CONTACT US

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400%

ROI found from influence training by focusing on ethical persuasion to increase win rates and reduce proposal cycle times (DCV SaaS Study 2025)



OVERVIEW

We know that our performance can be profoundly impacted by our abilities with relationship development, influencing and persuading others, whether as an accelerator or as a handbrake. Our influence and communication abilities hinge on understanding exactly how human beings operate, what makes them tick, and how they think. Unfortunately, 'being' a human does not guarantee that depth of insight. Human beings from word go have been top performers, and have accelerated that performance through relationships, influencing and empathising with others, and collaborating to achieve something bigger. Beyond simple 'persuasion' techniques in a vacuum, this workshop breaks down how human beings really connect with each other, and how to leverage this authentically and meaningfully to thrive and perform together.

WHAT YOU'LL GAIN

- Working, practical knowledge of how relationships and influence are so critical to our performance, and the ways that poor relationships and influence impact all other performance levers
- A framework to understand and guide your decisions and communication, the way that you communicate with, engage with, and prioritise others, to bolster relationships, influence, and persuasive skills.

RESOURCES & SUPPORT

- Custom development and strategy map - 'what culture and brand are we currently showcasing, and what do relationships and influence look like in practice for us?'
- Ongoing access to eyeYou resources, personalised and curated for your team, to guide specific concrete processes (challenging conversation guides, cheat sheets and formats for conducting effective one-on-ones, social influence cheat sheets)

KEY OUTCOMES

- A team with the insight and skills to communicate and influence for the right outcomes effectively even under the most intense pressure
- The performance outcome of a team who recognises and values human beings, and understands how to skillfully and respectfully influence and persuade for the best outcomes
- Significant uplift in positive client/customer outcomes, from leads to revenue to customer loyalty to team member and staff loyalty, to market loyalty and a legendary position in the job market

Visit our website, or contact us at hello@eyeyou.io to talk more, or for a free quote.