

Mark Bowden

Expert in Body Language, Human Behavior & Communication

WINNING BODY LANGUAGE. We all want, in fact NEED, to connect favorably with clients and others in the organization to ensure they will be most receptive to us and our content in order to drive business. How others respond to our style of communication plays a crucial role in how they think of our ideas, strategies, and our recommendations.

Central to communicating most effectively and successfully is **body language** –the nonverbal cues we give *and get* from our listeners. How can we confidently take opportunities to USE our body language to improve our clarity, win trust, gaining credibility, and help everyone in turn to confidently make the best decisions on next steps and strategies?

World renowned body language expert Mark Bowden helps audiences with his most impactful nonverbal skills to stand out, win trust and gain credibility every time they speak. Interactive, dynamic and highly entertaining, Mark unpacks the reasons we back the people we like, people that we feel to be trustworthy and credible, and the key role body language plays in this. Mark's accessible and practical techniques help you communicate more effectively, drive engagement with others, and better observe the cues from others — “read the room” and react most favorably. Learn and practice powerful tools for translating complex ideas into simple and clear narratives that attract your listeners and win them over to your message.

You will experience, learn and practice a leadership communication style that is always compelling and persuasive, allowing your expertise to shine through, and help make the most informed decisions about how others are reacting to your presentation.

EFFECTIVE COMMUNICATION: Winning Body Language To Stand Out, Win Trust, & Gain Credibility.

Superior communication skills are key to success, and no one enlightens and empowers others with these skills more effectively than Mark Bowden. In this high-octane interactive keynote, Mark will teach you the body language techniques to make you stand out from the crowd, inspiring others while building trust and credibility.

Mark takes the audience on an exciting journey to understand how “It’s not often what you say—but how you say it that gets results!” Bowden, renowned trainer to Fortune 500 CEOs and G8 political leaders, demonstrates how perceptions can be completely altered by a simple gesture or action. He trains the audience, just as he does his elite clients worldwide, in simple yet effective techniques to create the ideal communication in the most crucial situations—invaluable for life and business.

SALES: Winning Body Language to Build Trust, Gain Credibility, and SELL. With ever growing competition in the marketplace and a rapidly diversifying sales landscape, superior communication skills will more than ever prove the key to success, and no one enlightens and empowers sales leaders with these skills more effectively than Mark Bowden.

In Mark's energetic and interactive keynote speech, you will learn exciting new techniques that engage, motivate & help clients and colleagues to trust you and your message, feel cared for and connected... and buy from you! Mark will help you more effectively build and develop a well-rounded sales team as well as lasting customer relationships. You will learn to win and hold onto trust, gain credibility, become more consultative to clients, and extend your skills of management, persuasion and influence.

Mark brings to this talk the psychology of body language, and his world class nonverbal skills and techniques that add impact, power and presence to sales communication, strategy and execution in these dynamic times. This talk will help you learn the most influential psychological triggers and how to best implement them when pitching and making presentations.

LEADERSHIP: Winning Body Language for Leaders to Stand Out, Win Trust, Gain Credibility. As a leader, what your listeners think of your ideas, your plans, in fact your entire organization is deeply impacted by how they react to you when you communicate.

Mark Bowden's compelling and inspirational keynote speech will help leaders and those on the path to leadership in your organization always put their best selves forward with superior communication skills. They will learn communication techniques to inspire others, importantly building trust and credibility every time they speak or

present.

Mark takes his audience on a journey to discover “It’s not often what you say – but how you say it that gets results!” As a renowned trainer to Fortune 500 CEOs and G8 political leaders, Mark demonstrates to your group how existing perceptions can be completely altered by simple gestures or actions. He gives the audience tools — world class communication skills — to confidently convey a powerful leadership presence that capitalizes on instinctual processes of the brain, enabling them in the art of confidently inspiring their listeners and winning them over.

By demonstrating his TRUTHPLANE® GesturePlane System™, Mark teaches the most effective skills to turn first impressions into long term foundations for building trust, credibility and leadership presence. Learn how to always communicate in a style that is transparent, courageous, compelling, persuasive, influential and conversational.

COLLABORATION/TEAMWORK: Optimizing Workplace & Client Relationships. The most insidious barrier to a happy, productive workplace in any organization is dealing with EACH OTHER!

Communication guru, Mark Bowden, offers a practical way of understanding, appreciating and managing the behaviors and actions of others. Mark brings the fastest and most effective way to understand why someone acts towards you the way they do; why you react the way you do; and most importantly, how to actively respond to achieve the best outcomes.

He explains how and why people make snap judgments about us and “default to the negative”, and how to best use your body language to stop this from happening. We look at why we are drawn to some people and repelled by others, and how to always get into the “friend” category in our daily interactions. The audience learns how to convert those who are “indifferent” to us, our services and our products, into our very best customers.

Gain new and fresh perspectives on how to deal with other people’s behaviors in order to: Manage those around you at any level in an organization; turn any potential conflict into a positive outcome; bring teams together in a shared understanding; and learn the evolutionary behavioral theory and neuroscientific evidence for human behavior that underpins all of these key relationships.

STORIES THAT LEAD: Extraordinary Results Through Influential Body Language, Words, and Images. Humans have used stories for more than 200,000 years to help each other understand and manage together the risks and rewards of an unknowable future.

In this interactive, entertaining, and motivational speech, renowned human behavior and body language expert Mark Bowden takes audiences through the evolutionary psychology of storytelling, helping them understand how to effectively use both nonverbal and verbal communication and the images they create to help others buy into the inevitable risk of a new product, service, innovation, or project.

Mark teaches exactly *how* to tell stories that motivate, improve team performance, and bring extraordinary results – sharing three elements of story to create a powerful and positive impact on peoples’ minds. Audiences will take away:

- The most powerful verbal and nonverbal tools of influence and persuasion to control the bias that people have towards your ideas
- Exactly how to use your body language to stand out, win trust, and gain credibility
- The best story structures to use to help people look positively at the future
- The confidence to regularly use story to manage, motivate, and achieve extraordinary results

TRUTH & LIES: What Political Leaders Are Really Thinking. A human behavior expert, Mark Bowden is a go-to commentator for world media on the body language of leading politicians and public figures, often consulted around elections and other major political events to discuss candidates’ mannerisms during debates, appearances, and speeches.

In this captivating and energetic talk, Mark shares his first-hand insights on how body language is used by political leaders to stand out, gain trust, and ultimately win votes. A renowned trainer to Fortune 500 CEOs and G7 prime ministers, he uses real-life examples and demonstrations on stage to reveal the power that a simple gesture or action – like President Trump’s famous handshake – has in persuasion, gaining credibility, and changing one’s perception. Audiences will never watch a political debate in the same way again