



Marie-Jeanne Juilland

Executive Presence &
Speech Coach



LCG OPEN COACHING PRESENTS

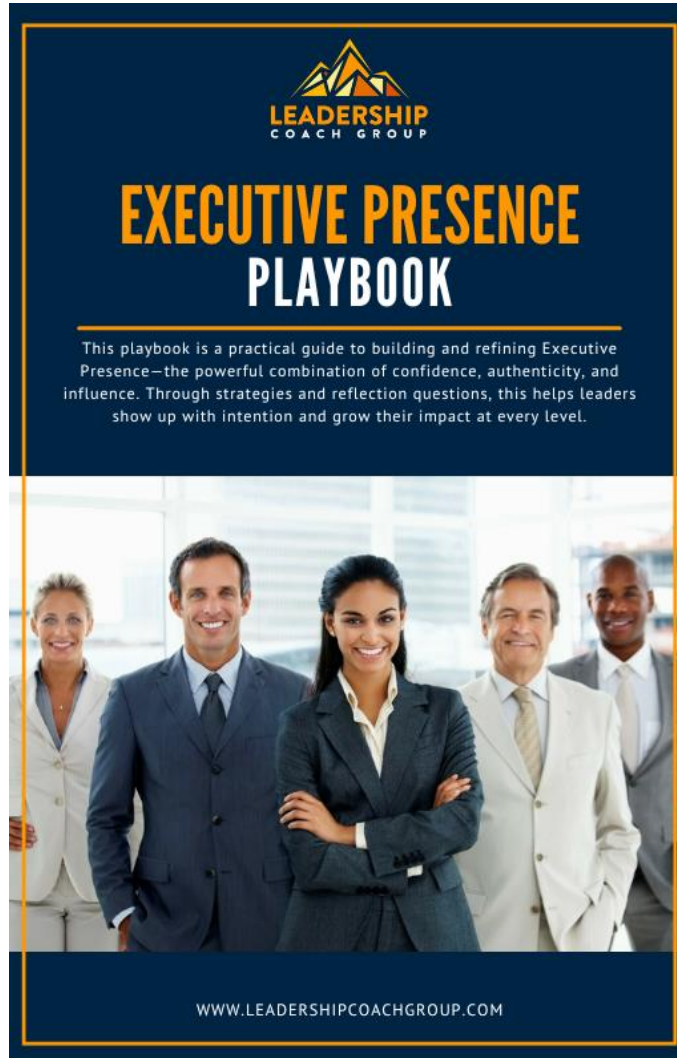
HOW DO I DEVELOP A BOLDER EXECUTIVE PRESENCE – YET STILL BE ME?



**FRIDAY
APR 4TH, 2025**

- **Rotating Hosts & Themes:** Every month (1st Friday at Noon EST) features expert coaches discussing topics aligned with leadership excellence and the core values of the Leadership Coach Group.
- **Actionable Insights:** Leave every session with fresh perspectives and a deeper understanding of your leadership journey.
- **Step-by-step “Playbook:”** Receive a practical guide filled with reflective prompts, actionable steps, and strategies.
- **Live Open Coaching:** Each session invites volunteers from the audience to share real questions and challenges, creating a personalized and dynamic learning environment.

PLAYBOOK



- ✓ **Three Core sections:**
 - I. De-mystify Executive Presence
 - II. Stay True to Yourself
 - III. Overcome Self-Doubt
- ✓ **Practical Tools and Techniques**
- ✓ **Engaging Reflection Questions**
- ✓ **Hands-On Activities to Apply these Strategies**

| Our Services



One-on-One Coaching

What does your style of top-notch leadership look like? We're here to unlock your unique potential, refresh your self-awareness, and create plans to make your goals into realities.

Confidential, experienced, and supportive, our coaches will guide you through leadership challenges while freeing you to fulfill your potential.

Level up with us!



Team Effectiveness

Galvanize your team and equip them to achieve their goals with our team coaching, team psychological safety assessments, and inspirational speaking.

These services target powerful points for growth and will send your team into the future with greater confidence, skill, and cohesion. Learn more about our transformational sessions today.



Leader Assessments

Using the industry's leading diagnostic tools, we provide essential insights and individually empower leaders to thrive. Our array of assessments includes High 5 Strengths Finders Test, DISC, the Myers-Briggs Type Indicator®, the Enneagram of Personality, and 360-degree leadership assessments. Explore your potential with us today.

| Our Coaches Have Served Leaders at*:



ORACLE®



webflow



SONY



UCSF Health

FICO®



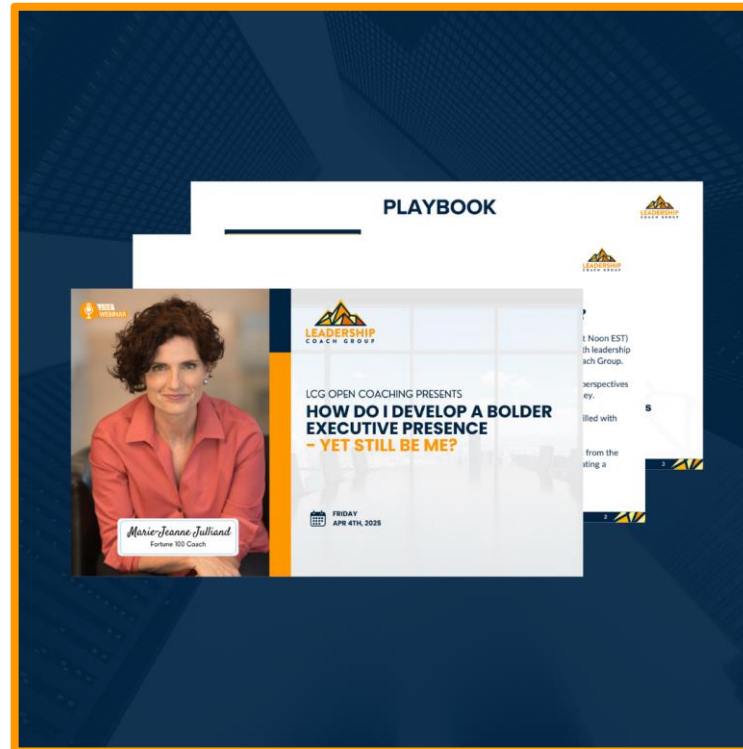
*The company logos represent the companies our coaching clients were employed by during the time of their coaching by members of the Leadership Coach Group. Some of these clients paid privately for their coaching, others' coaching programs were sponsored by their companies. It is a partial list of clients and affiliates our coaches have worked with over the duration of their careers.

Follow Up Email

Executive Presence Playbook



Slide Deck



Complimentary Coaching Session with Marie-Jeanne





Marie-Jeanne Juilland
**Executive Presence &
Speech Coach**

Profile link
www.leadershipcoachgroup.com/marie-jeanne-juilland

Marie-Jeanne Juilland



- Coaches C-suite executives, founders and rising leaders as they **transition** into larger roles that require **upleveled executive presence and communication skills**.
- Prepares leaders for **high-stakes presentations and keynotes**.
- Brings her own **experience as an executive in a Fortune 500 company and a Silicon Valley startup**.
- Coached at **Stanford Graduate School of Business**. **Former national business journalist**, including New York Times.
- Blends **neuroscience and practical strategies** for impactful, authentic leadership.



Let's get Present

A group of business professionals are gathered around a large conference table in a modern office setting. The image is overlaid with a semi-transparent blue filter. In the foreground, a man with glasses is partially visible on the left, looking towards the center. Next to him, a woman is looking down at a document. In the center, a man with glasses is looking towards the right. To his right, a woman is looking down at a document. On the far right, a woman with short blonde hair and glasses is standing, holding a clipboard and looking towards the center. The background shows large windows and a decorative metal screen.

Executive Presence

What's the Big Deal?



Executive presence
makes up 26% of what
will take a leader to the
next level.

Any role. Any level.

Source: CTI, Center for Talent Innovation



Agenda:

1. De-mystify Executive Presence

2. Stay True to Yourself

3. Overcome Self-Doubt

4. Open Coaching





SO... What is Executive Presence?

Executive Presence → POWER



The Big “C” – The Big “G”

Charisma - aka your **A**pproachability

Gravitas - aka your **A**uthority

Write it in chat – Do you feel more on the **C** or **G** side ?

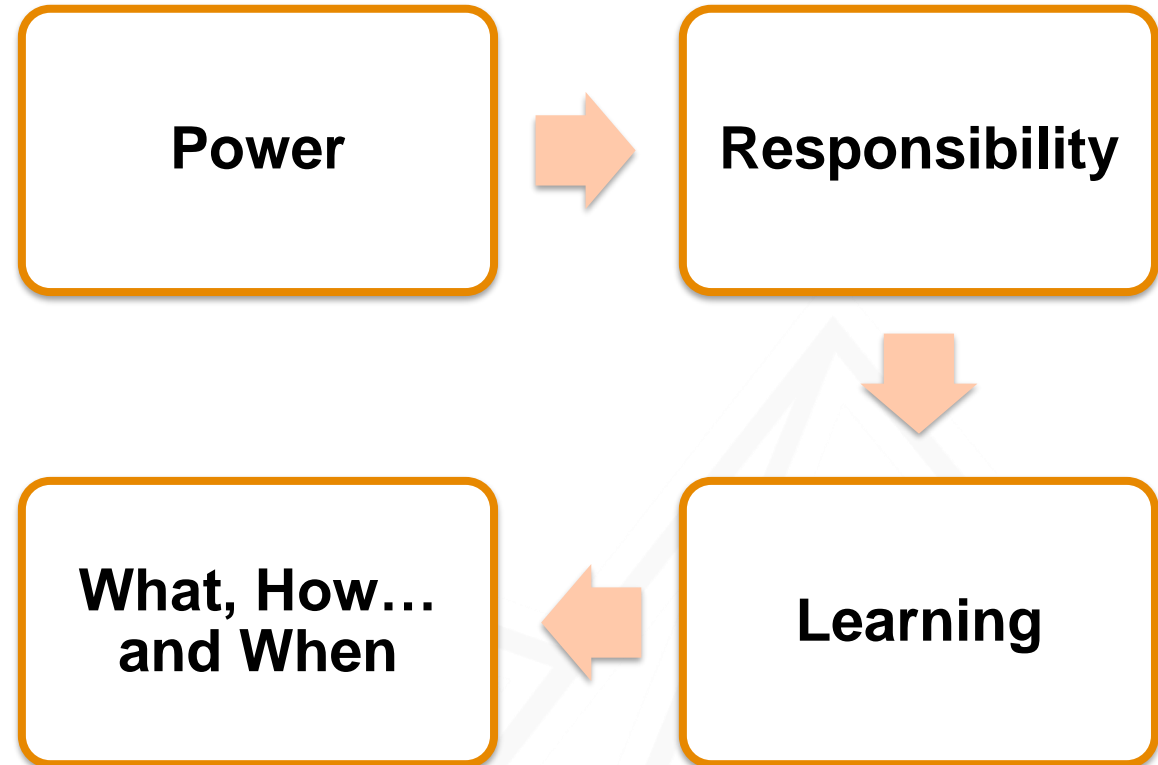
Don't need to be born with it. It's a **learnable** skill.



INDRA NOOYI

Former Chairman and CEO
PepsiCo

But That's Not The Real Me!



**How your team needs you to show up
– Not how you feel most comfortable showing up –**

Managing Doubt and Discomfort

Know your Values –
What's your **Why**?



Act the Part



Focus on your **Team**, not
your Discomfort



Skill Sets

Communication



Movement / Behaviors



Appearance



Culturally Relevant

Approachability



Communication

- Clear, Concise, Convincing
- Active Listening vs. Steamrolling

Movement / Behaviors

- Be Open | Inviting Gestures
- Connect via Expression

Authoritative



Communication

- Clear, Concise, Convincing vs. rambling, detailed, technical
- Power of the Pause

Movement / Behaviors

- Take up Space
- Calm, Confidence
- Be Still

How You **Leak** Your Power

Language

- Apologizing – unnecessarily
- I *just* want to say . . .
- I think . . . (vs. confident, convinced, expect, propose, recommend)
- Does that make sense?

Silent / Unseen

- Quiet / Passive – goals, accomplishments, others taking credit
- Solo (vs. networks of supporters – personal advisory board)

How to Get Feedback?

- **Personality Assessment & Performance Reviews**
- **Stakeholder Feedback**
 - My brand – words
 - My communication style – strength / opportunities
 - Anything else?
 - visual & movement – won't comment
 - videos of speaking – seek outside expert feedback
- **Pick no more than 3 things to improve**

Key Takeaways

1. Executive Presence is

Power → Responsibility → Learning

- You Don't Need To Be Born With "It"

2. Executive Presence is **Situational**

- Approachability (Inviting Respect)
- Authority (Commanding Respect)

3. You **Can** Come Across **Authentic and Confident**

- Focus on Your Team – Less on Yourself
- Practice Your Communication, Movement / Behavior, and Appearance Skill Sets



Be Part of Open Coaching!

P.R.E.P.

Point

Clearly state your main idea or opinion.

Reason

Explain why you hold that opinion or believe that point is true.

Example

Provide a concrete example, illustration, or anecdote to support your reason and strengthen your point.

Point

Restate your main point to emphasize the key takeaway and reinforce your message.



Be Part of Open Coaching!

VOLUNTEER REQUIREMENTS:

- Have a past or upcoming meeting where your goal is to be more concise, clear, and convincing (authoritative)
- Open to **engage** in a meaningful coaching conversation.
- **Ready** to turn on their **camera** and **microphone**.
- **Consent** to being recorded and recording shared online.
- Currently using a **desktop computer** or a **laptop**.

WANT TO VOLUNTEER?

Raise your hand in Zoom or type “**I volunteer**” in chat!



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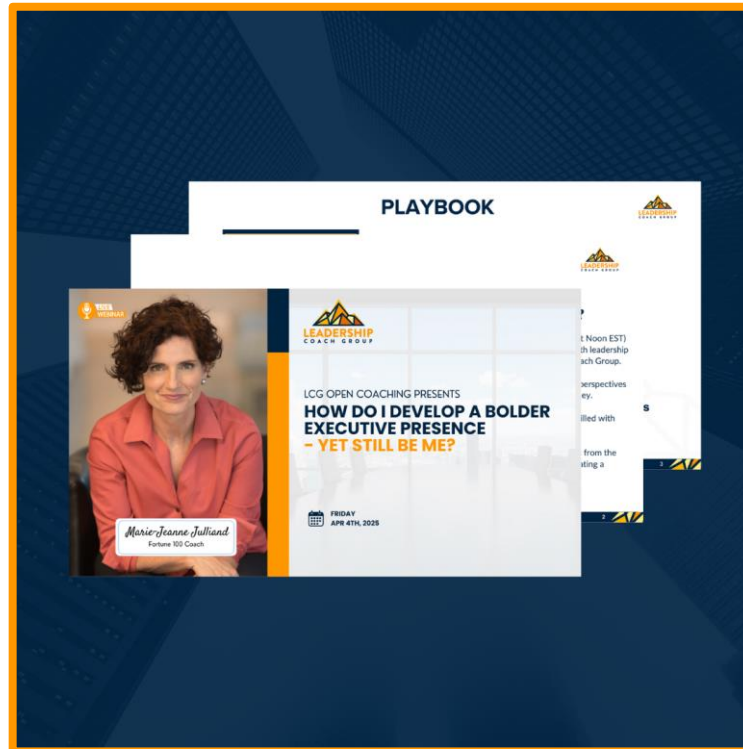
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Follow Up Email

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Slide Deck



Complimentary Coaching Session with Marie-Jeanne





We Welcome Your Feedback





We are Here for You!

Contact Us

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- 🌐 leadershipcoachgroup.com