

A one day workshop on how to deliver the...

"Perfect" Scientific Pitch

Convince government agencies and the business community to fund your research with presentations that 'hit the mark'

This program will help you to:

- Pitch your research proposal to people who may not have a strong grasp of science
- Develop the right language for the right audience
- Make the media work for you
- Learn how to capture your audience in the first 60 seconds of your presentation
- Increase your confidence in front of an audience
- Become a more effective science communicator.

Our presenters:



David Griggs

David Griggs is a speaking coach and business pitch consultant with a difference. A former NIDA actor, David has also run a successful family company. He combines both areas

of expertise - on stage and in the boardroom - to help business people find their 'inner performer'.

His technique does not just help you to speak with confidence: it gives you the freedom to inspire others - your potential customers, partners, colleagues, bosses and bid panels. Among many success stories, David coached the presentation bid team that won the 2007 World Police and Fire Games for Adelaide.

He has coached South Australian companies for an annual US venture capital conference in Silicon Valley (ANZATECH). Several have gone on to raise millions of dollars in funding and licensing agreements.

He coached the successful bid for the Adelaide Solar City Project and the team from Built Environs, who bid successfully for the "World Park Complex" on Richmond Road : a project worth \$170million. David works with leaders, CEOs and other professionals to transform them into persuasive and inspiring speakers.

He has been working with DTED for several years in the "Growing Global Companies Program" and also with Venture Capital SA helping companies pitch for venture capital.

His strategies and coaching will bring out your best as you develop and deliver your "Perfect" Scientific Pitch.



Sharon Mascall

An Oxford graduate, Sharon is also a lecturer in journalism at the University of South Australia. Her communications consulting company - Making Sense Communications - holds contracts with the South Australian State Government, Deakin University and a range of science and technology organisations, assisting

clients to communicate research, science and innovation to target markets and audiences.

Sharon is an award-winning journalist. A finalist in the 2009 South Australian Media Awards, she was SA's Best Radio Broadcaster in 2007. She has covered European politics for the BBC, presented coverage of the Iraq War for the ABC and become a specialist in science and health reporting for *The Age*, *The Sydney Morning Herald* and *The Adelaide Review*.

ONE DAY WORKSHOP - Tuesday 16th June 2009

\$790 plus GST • Adelaide CBD • Venue to be confirmed

Register at Ethos Australia by 2nd June 2009 ph (08) 8373 6433.

An initiative of Ethos Australia Pty Ltd

Building Communication and Leadership Capacity in the Research Community

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