



## AIMSE INTERNATIONAL ROUNDTABLE DISCUSSION

Wednesday 1 June 2005 at 6pm

### **BODY LANGUAGE IN BUSINESS – INSTINCT OR EXTINCT?**

REGISTER NOW

You've practised your presentation until you are word perfect, but on the day, it could be your body language that clinches the deal or lets you down.

In this roundtable discussion you will hear from a people development professional who will help you to use non-verbal communication to the best effect.

This event is aimed at anyone who deals with clients – current or potential – at meetings, at presentations or socially.

**Venue: Insight Investments,  
33 Old Broad Street,  
London EC2N 1HZ**

## BODY LANGUAGE IN BUSINESS – INSTINCT OR EXTINCT?

6.00 Registration & coffee

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6.30 First impressions

- How important is body language?
- What do we listen to?
- What creates a good first impression?

### Style

- What image do you create?
- Extroverts v Introverts
- What is 'natural'?

### Interfacing with clients

- Dead on arrival
- The eyes have it
- Back up

### Speaker

**Julian Cope - Director, Semezana Consulting**

Julian established Semezana Consulting in 1992. Using his acting, writing and directing experience in theatre and television, he creates an environment for delegates to experiment with new ideas and opportunities.

### Moderator

**Frank Doyle - Regional Sales Director UK and Ireland  
and Consultant Relations (EMEA)**

**Citigroup Asset Management Limited**

Frank who joined Citigroup Asset Management in 2003 is responsible for institutional business development in the UK and Ireland. Previously, he worked for Allianz Dresdner Asset Management as Head of Global Consultant Relations. Frank is an AIMSE Advisory Council member and a member of CFA Institute (formerly known as AIMR).

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7.30 Drinks & canapés



# REGISTRATION

## 3 EASY WAYS TO REGISTER

- (1) Post: AIMSE International  
First Floor, 7 Holyrood Street  
London SE1 2EL
- (2) Fax: +44 20 7357 0124
- (3) Email: aimse@grcomms.co.uk

## TERMS & CONDITIONS ARE YOU REGISTERED?

If you have not received a confirmation before the event please telephone **+44 (0)20 7378 7016** to confirm. With variable postal conditions your booking may be held up on its way to us, or your confirmation delayed in a similar way.

### VAT

Under EU Customs & Excise regulations delegates from all countries are required to pay VAT on any event taking place in the EU.

### CANCELLATION

All cancellations must be received in writing. Cancellations received 14 working days before the event will be issued with a refund less a 10% (+VAT) service charge. Cancellations received between 14 and seven working days before the event will be issued with a refund less a 50% (+VAT) service charge. It is regretted that no refunds will be made or invoices cancelled after this date. Substitutions are welcome at any time.

### DISCLAIMER

It may be necessary for reasons beyond the control of AIMSE International to alter the content and timing of the programme or the identity of the speakers.

### CONTACT INFORMATION

AIMSE International  
First Floor  
7 Holyrood Street  
London SE1 2EL  
**Tel:** +44 (0)20 7378 7016  
**Fax:** +44 (0)20 7357 0124

## BODY LANGUAGE IN BUSINESS – INSTINCT OR EXTINCT?

Please include all details below

(Dr/Mr/Mrs/Miss/Ms) Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

City/Post Code: \_\_\_\_\_

Country: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

### FEES

Member Delegate Fee: £80.00 inc VAT

Non-Member Delegate Fee: £95.00 inc VAT

Enclosed is my cheque for £..... payable to AIMSE International.

Bank Transfer: To pay via bank transfer, please tell your bank to include the event code **AC05** and the delegate's name in the transfer instructions.

Transfers should be made to: Lloyds Bank TSB, Knightsbridge Branch  
Po Box 633, 79/81 Brompton Road,  
London, SW3 1DD

**Account Name:** AIMSE International **Account Number:** 0950527

**Sort Code:** 30-94-81 **Swift Code:** LOYDGB2L

**Please fax a confirmation of your bank transfer to AIMSE International  
on +44 (0)20 7357 0124**

I wish to pay by credit card, my details are:

Card Number:

Expiry Date:

Please note: We do not accept Diners Card

Signature: \_\_\_\_\_

