

KEYNOTE, MASTERCLASS & EXECUTIVE PROGRAM TOPICS

Gilan helps leaders & organisations develop significance through influence, so they can grow in a changing world.

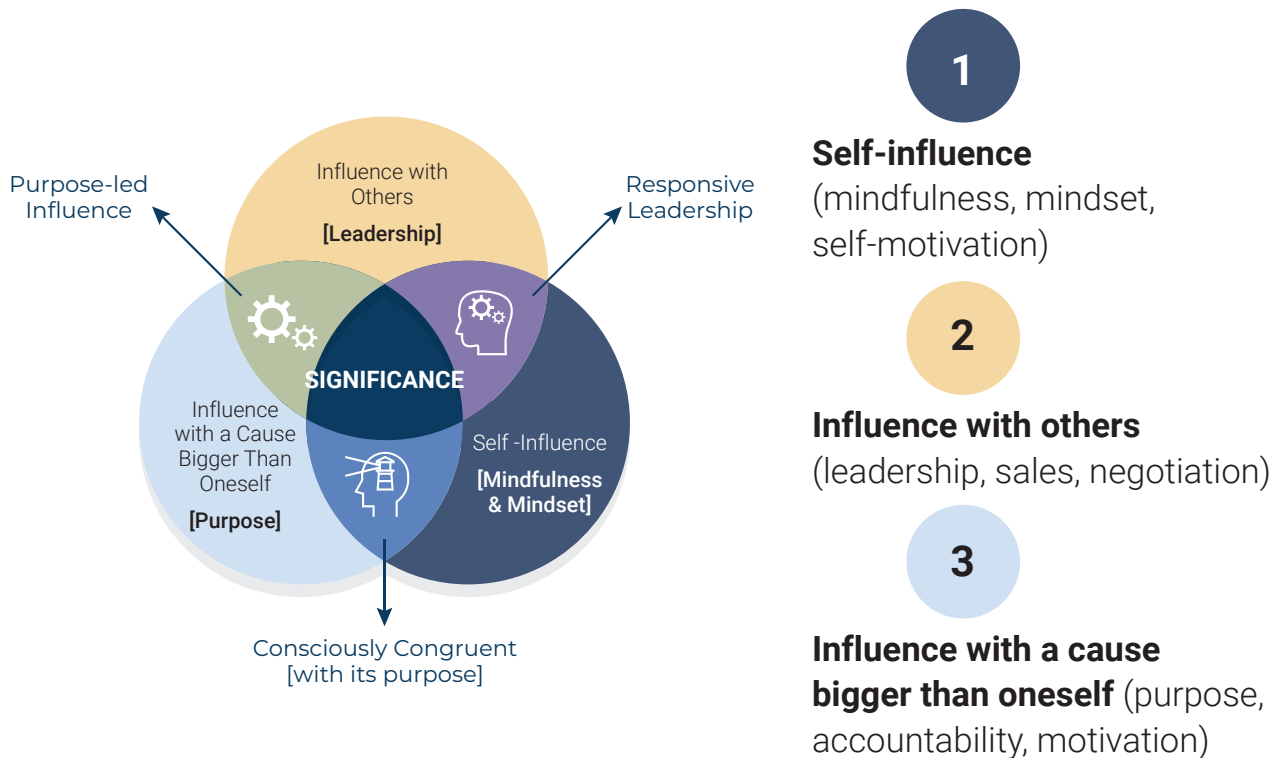


SIGNIFICANCE THROUGH INFLUENCE

Gilan's talks and masterclasses help leaders leverage the *Significant Influence Model™* (SIM) so their businesses can gain significance, to grow.

Your business ultimately grows by holding **significance** in the lives of the people it employs, the markets it serves, and the causes it supports. Without gaining and retaining significance, companies are eventually disrupted, replaced, or simply cease to matter over time.

The SIM illustrates how significance is created through three particular areas of influence.



The unique learning experiences that Gilan delivers will develop your and your team's influence, so you can grow in a changing world.

Learn more in the Influence Institute's latest whitepaper 'Redefining Business Significance in a W.I.S.E. World'.

[READ HERE](#)

TRENDING TOPICS

Redefining Significance in Our W.I.S.E. World

This is for leaders who want to remain significant – and grow – amid the escalating complexity of today’s world.

Amid endless talk of “disruptive innovation” it’s important to remember that not all competitive landscapes are remade violently, overnight. Obsolescence creeps as often as it lunges. While leaders obsess over getting big-banged out of existence, odds are good that their companies will suffer a more pedestrian fate: they will simply cease to matter.

In a world that’s **Widening, Intertwining, Surprising, and Escalating** (WISE), businesses face new types of challenges at a faster rate. These four ‘WISE’ characteristics and trends in the world, if not addressed, threaten your company’s significance, growth, and future.

Well communicated, and very relevant and synonymous with what we see daily both within our organisation and in customers’ businesses too.

*- Heather Lowe, Head of SME Development,
First National Bank*



In this session, Gilan will unpack these four trends, the threats they’re imposing on leaders, and how you can use the **Significant Influence Model™** to secure your company’s significance today and in the future.

The Rapid Influence Formula

This is for leaders, or salespeople, who need to influence the organisation, their team, or clients.

Gilan was invited by NATO to present this **Rapid Influence Formula** as the opening keynote for their Strategic Communications conference in Europe.

“ One of the conference highlights was mentalist Gilan Gork, who interactively demonstrated a remarkable ability to influence people’s thoughts, and showed how one can increase levels of trust, credibility, and influence.

- NATO StratCom COE, Official Press Release

In today’s fast-paced world it’s a competitive advantage to be able to establish influence as **rapidly** as possible, and **without compromising your values**.



In this session, you’ll learn Gilan’s unique 3-part formula, and practical influence principles, so you can establish emotional engagement, buy-in and lasting loyalty from any person – enabling you to influence, lead, or sell on an entirely new level.

From Reactive to Responsive Leadership

This is for leaders challenged by the change around them, who don't realize how they're self-sabotaging their own leadership ability, and their ability to get results.

Reactive Leaders are the most challenged by change because their unconscious reactivity – especially under stress – causes repeated patterns of thinking, behaviour, and outcomes. Even the most well-intentioned Reactive Leaders end up getting in the way of the very things they are trying to achieve, without ever realizing how.

Responsive Leaders are able to break this blindspot-riddled pattern through a new level of self-awareness and self-influence. Responsiveness is when a leader is able to intervene with him or herself before their reactive output undermines their influence and effectiveness.



In this session, Gilan helps leaders understand their unique reactive patterns, and begin cultivating heightened awareness and responsiveness to avoid common reactivity symptoms like resistance to change, inaccurate perspectives, emotional intelligence traps, cognitive biases, and others.



Brilliant program. I have learnt so much. This is assisting me in my new role at work, to be a positive leader.

- CHANTAL SWARTZ, Leader

MORE TOPICS & PROGRAMS

Gilan's sessions span all three areas of influence in the ***Significant Influence Model***.

The full range of topics includes:



And others...

Get in touch with us to discuss which talk, masterclass, or training program is most suited for the challenges your team are facing today.

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ADDITIONAL RESOURCES

Latest Whitepaper:

Redefining Significance in a W.I.S.E. World

[READ NOW](#)

Unpacking the four trends threatening your organization, and answering the question: “What should my leaders do to ensure our company remains significant today and in the future?”

Official Website

Learn more about Gilan, watch videos of him presenting mind-blowing mentalist feats on radio and television, and subscribe to his weekly show.

[VISIT NOW](#)

Social Media

Gilan publishes helpful content daily, and loves personally connecting with leaders.



ABOUT GILAN & THE INFLUENCE INSTITUTE INFLUENCE INSTITUTE

Gilan helps leaders & businesses establish significance through influence, so they can grow and fulfil their purpose amid constant change. As an expert mentalist, he has a passion for creating unique learning experiences.

He founded the Influence Institute in 2016 as the research and training arm for his global clients, which include:



Gilan and the team focus on science-based programs for influence development. To learn more about Gilan’s sessions, or discuss the Influence Institute’s programs, please contact us on manager@influenceinstitute.com or **+27 (0) 63 245 4049**.

WHAT OTHERS ARE SAYING

“I had my board meeting yesterday and everyone raved about you. I will certainly recommend you wherever I can.”

HUMPHRE BORKUM

Merrill Lynch

“Everyone across the spectrum were completely drawn into your presentation with key takeaways that are tangible, practical learnings and skills that can be applied in business and their everyday lives. I can't thank you enough for the professionalism and intellect on this topic.”

ANGELIQUE REEBY

Standard Bank

“What I love about Gilan is that he is the real deal. He talks about influence and he is very, very influential – not in a manipulative way – in a very scientific way. He uses all that science and he influences us to be able to use it. He's got really solid content. He's got tools and information that you can use right away. He makes it easy for you to remember and internalise it.”

GERRY SKERRITT

MD of DreamTeam Catalyst