



“Make an impact! Success through your appearance and performance!”

Our natural charisma was given to us in the cradle. The big challenge is to discover it again. No matter what product or service we sell, whether it's on the internet, in a shop or on the phone, or whether we market ourselves at the end of the day, **people are always at the centre.**

The purpose of life is to **leave an impression.**

We sometimes succeed in doing this in **love.** Or are we just better prepared when it comes to matters of the heart?

Our appearance as a person is a symbiotic relationship between **impact, language and content.** It's about which aspect we use and especially when.

Our body sends **signals** about this. If we don't generalise these signals and completely analyse our conversation partner, then the signals can't be very helpful. The challenge always seems to be the same: **What to do with our hands?** Together or individually? What appears authentic and not forced...

Speaking of authenticity. We really need **authentic personalities** again. We need people who fall outside the norm a little and convince us with extraordinary ideas and actions. The world has enough trained and polished people

Language also plays an important role here. How do we deal with our dialect or accent? A slight colouring from a dialect or accent underscores our personality. But it shouldn't affect how our expertise is perceived.

We've forgotten how to listen. We are often just waiting for an answer and not trying to understand. The **voice** as the messenger of nervousness...

Fear destroys courage. We should always be courageous if anything so we don't get swallowed up by the masses.

There's nothing better coming anyway!

Is that really true? Isn't change perhaps the foundation of our existence? Or is the familiar and customary good enough for happiness...

Do our fellow humans (partners, friends, employees) also understand the changes, or do they have trouble dealing with them and therefore don't follow us...

It is about the **acceptance of the moment.** Things are the way they are. When we recognise this, we can appreciate life without evaluating it.

Babies always have an impact. Maybe we can learn something from them.

Enjoy!



Thomas Wollner

Born on 9 May 1972 in Salzburg

Speaker | Moderator | Coach
Managing Director of the Rosenberger Group

Educated by the body-language experts at the RTL Group

Expert for personal image | appearance & impact | body language | language | nervousness & stage freight | complaint management

Keynote presentations

- "Make an impact: Success through your appearance and performance"

- "Criticism: The customer's weapon of the 21st century"

Client testimonials

"According to customer feedback, Thomas Wollner was 'the speaker of the evening'. The reason is that he pairs authentic stories from real-world situations with humour and a really sympathetic manner really well. Really great!"

Reinhold Lindmoser
Sales Manager for Catering at Red Bull

"THANK YOU! My employees and I were delighted with your presentation. Not only was the content interesting, the way you presented was fantastic. THANK YOU! And see you next time (very soon!)"

Thomas Zembacher
Managing Director Österreichischer Wirtschaftsverlag GmbH

"Your keynote far exceeded our expectations. It was exciting, interesting and very entertaining. I've heard a lot of presentations, but yours was by far the most inspiring, Mr. Wollner."

Philip von Reden-Lütcken
Marketing Director Porsche Central Eastern Europe

All the best,

Thomas Wollner