

Helping high-performers structure their message and deliver in an effective, authentic way

### SNAPSHOT



**Present to Influence**  
Scalable E-learning



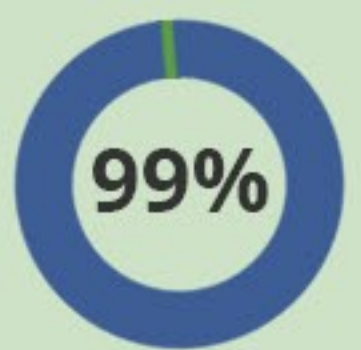
**300+** high-performing and high-potential employees



Remotely with learners across APAC



Multi-year Master Service Agreement



Would recommend to colleagues

### TESTIMONIALS

“Lead with Words is the **best training company I have used for effective communication and presentation skills** for our employees in Asia Pacific. I highly recommend them to other organizations.”



**MENGJUAN LI**  
VP & Head of HR

“Very insightful and useful in my daily work. It is a well organized training and provides **practical tools**.”

“It sets a **consistent, quality standard** for presentations.”

### Learners

### PROBLEM

Mengjuan Li (VP & Head of HR at Janssen APAC R&D and Janssen China) had been following Lead with Words’ social media videos since 2017.

“I was amazed by Michelle’s clear, focused, persuasive communication. Before approaching her, we had been using various trainers from different vendors to train our employees to improve their communication skills and **the feedback was always mixed**.”

### SOLUTION

In 2020, Mengjuan Li reached out to run a pilot of “*Present to Influence*” for an elite group of Janssen’s top scientists in China. She said:

“It was designed and delivered so well that our 12 participants **unanimously rated the session with the highest score**.”

“With this fantastic feedback, we collaborated to leverage their e-learning to train our high-performing and high-potential employees spread over APAC.”

### RESULTS

“The feedback has been overwhelmingly positive. Taking our R&D Compound Development Team Leader (CDTL) group as an example:

We did a quick survey with **global key stakeholders** and asked them to rate the “effective communication” skills of our China-based CDTL team prior to and three months after the training. The score improved from an average of **2.8** to **3.9** with this 1-5 scale survey.”

We won the RFP in 2021 to become Johnson & Johnson’s preferred supplier in APAC. As of 2023, we expanded to become a supplier for North America and EMEA.