

Welcome to PRESENTING with IMPACT



- Think of a recent conference, meeting, or presentation you've been to.
 What made the presenter great?
 What worked? What didn't?
- 2. Work in groups of 2-3.
- 3. Include everyone in the conversation.
- 4. You have five minutes.
- 5. Be prepared to share your thoughts.

SBI FEEDBACK MODEL.

Situation:

Describe the situation. Be specific about when and where it occurred.

Behavior:

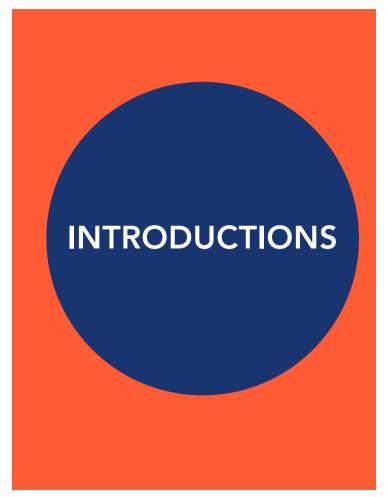
Describe the observable behavior.

Impact:

Describe what you thought or felt in relation to the behavior.







Please introduce yourself in three minutes or less, highlighting the following:

- 1. Who you are
- 2. Your role at Hightower and a high-level overview of your job responsibilities
- 3. A strength you have in presenting
- 4. Your objectives for the workshop
- 5. What's something you're excited about?



DEFINE YOUR INTENTION.

- What do you want them to do?
- What do you want them to think about?
- What do you want them to know?
- How do you want them to feel?



ENGAGE YOUR AUDIENCE: Attention-Getting Ideas

Connection Before Content

- Connect to the purpose make it clear why people are there.
- Connect people to each other.
- Create choice and space for authenticity and vulnerability.

Source: Peter Block

Content Hook: Sharing Intention

- Get clear about the participants' perspectives and state your intention in a way that resonates with the group.
- Example: Whether you want to be here or not, my intention is to be a painkiller for the next 100+ hours you'll have to spend in meetings.

ENGAGE YOUR AUDIENCE: Interacting with Participants

In the minds of the audience

- Rhetorical question
- Visualization: "Imagine a time when..."

Individually

- "Grab a pen and write down..."
- "Come on up to the front of the room..."

In groups

- "Turn to the person next to you and..."
- Small-group conversation and debriefing

Bringing the audience back



You'll deliver a five-minute presentation on one of the following questions and receive feedback:

What is a leadership lesson you've learned through experience that would be valuable for other people to hear?

- What happened?
- How did it impact you?
- What is important for others to take from the lesson?

Share a current or past hobby.

- What do you love about it?
- What have you learned from it?
- How did you get interested in it?

AGENDA.

Day One: Setting the Stage

- i. First Impressions: Introductions
- ii. The 4 Ps of Presenting
- iii. Plan with Purpose
- iv. Engage Your Audience

Day Two: Commanding the Stage

- i. Verbal and Non-Verbal Communication
- ii. Prepare: Strong Starts and Commanding Closes
- iii. Prepare: Introductions with Authority
- iv. Prepare: Effective Q&A
- v. Present: Individual Presentations

Day Three:
Owning the Stage

- **Day Three:** i. Prepare: Changing Your State
 - ii. Present: Individual Presentations
 - iii. Reflections and Close



PRACTICE.

Verbal

Tone	Pitch	Volume	Pace	Filler Words
------	-------	--------	------	--------------

Non-Verbal

Facial Expressions	Gestures	Movement	Posture
Eye Contact	Anchoring	Appearance	



- Ten-minute interviews; five minutes for each person
- Ask:
 - ✓ Credentials
 - ✓ Personal facts
 - ✓ Two titles and one twist
 - ✓ 2-3 questions about their topic
- Take five minutes and write your partner's introduction
- Be prepared to share with the group

THANK YOU! LET'S CONNECT...

erin@erinmomalley.com



