



Welcome to
PRESENTING *with* **IMPACT**

**What makes
a presenter
*great?***

ACTIVITY.

1. 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.



INTRODUCTIONS

ACTIVITY.

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

PRESENTATION
Preparation

ACTIVITY.

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
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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
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Day Three:
Owning the Stage

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

PRACTICE.

Verbal

Tone	Pitch	Volume	Pace	Filler Words
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Non-Verbal

Facial Expressions	Gestures	Movement	Posture
Eye Contact	Anchoring	Appearance	

**PAIRED
INTERVIEWS:**
*Introduction with
Authority*

ACTIVITY.

- 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...

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