

PRESENTING WITH PRESENCE

CHANNEL YOUR VALUE

Ask a value affirming question and answer for 1-minute. “What’s something I’m good at at work?”

3 STEPS TO PROJECT CONFIDENCE

Practice Vocal Smoothing

2. Tailor the ask to your audience
3. Ask for things in a smart way

AUDIENCE ANALYSIS – 3 QUESTIONS

1. What does this audience care about?
2. What decisions do they need to make?
3. How might messaging go wrong?

Deal With Difficult Questions – CPA

C – Confirm your understanding of the questions and what’s behind it

P- Praise the question.

A. Answer OR say what you’ll do to get the answer and expected turn around time.

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