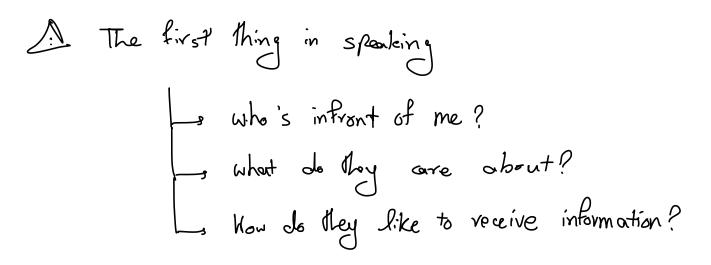
Speaking confidently & effectively



Give them what they need to lonow, not everything you

what most people do _s speaker - centered instead

of listener_ centered

stort with what's important to you _

51-eps in speaking

-s Paint a Picture of need or That current situation

Then they've open to heaving your solutions

I you need to talk about benefits to them not to you

- 1. Look at those people who are going to be your true believers because it gives you confidence
- People who have executive presense one fully aligned with their body, their tone & their words
- A eye-contact, your gostures and body language are important
- A Meaning the pare at which you speak, the level out which you speak, the volume, how fast or slow you move is important
- A think about what could go wrong, what is your biggest fear and plan for it
- 3 ways to handle difficult questions

 1. aciclo dege it: "I'm not 1001. Eure, but let

 me get back to you

 lefteet it: "I'm not 1.100 sure, but let me

 turn it over to"

___ Answer the part that you do know