**TMOD Role**

For our guests' benefit, allow me to briefly outline the structure of today's meeting. Our session is divided into three engaging rounds.

Firstly, we have the Prepared Speech Round, where members will be delivering speeches based on the project described toastmaster manual ie pathways.

Next**,** we move on to the Table Topics Round, also known as the Impromptu Speech section, where members hone their ability to think and speak on their feet.

Lastly, we conclude with the Evaluation Round, where all aspects of the session, including the prepared speeches, are meticulously evaluated by the General Evaluator and their team.

As Toastmaster of the Day, it is my honor to introduce the individuals who will be instrumental in ensuring the smooth running of today's session.

To keep track of time for each speaker, we have our Timer of the day, Toastmaster \_\_\_\_.

Responsible for maintaining the quality of language usage, we have the Grammarian of the Day, Toastmaster \_\_\_\_.

And to help us eliminate filler words and hesitations, we have the Ah-Counter of the Day, Toastmaster \_\_\_\_.

Now, let's embark on the first round of today's session - the Prepared Speeches Round.

Our first speaker will be presenting Project \_\_\_\_\_, titled \_\_\_\_\_.

Evaluating this speech, we have Toastmaster \_\_\_\_. I invite them to enlighten us about the speech objectives.

Let's give a warm round of applause to Toastmaster **[speaker#1]**

Introducing the theme

Good morning fellow Toastmasters and esteemed guests. It brings me great joy to extend a warm welcome to each one of you to the Kharghar Toastmaster Club.

Welcome, everyone, to today's discussion on the art of persuasion. In our daily lives, we encounter countless situations where the ability to persuade others effectively can make a significant difference. Whether it's convincing someone to support your ideas, buy a product, or simply see things from your perspective, mastering the art of persuasion is a valuable skill.

At its core, persuasion is about influencing others' thoughts, beliefs, or actions through effective communication and reasoning.

Considering our theme "The Persuasion Pitch," I'd love to hear about a personal experience where you've either persuaded someone or been persuaded indirectly.

I would like to give an example, I recall my friend’s childhood memory where his parents, instead of spending time and energy trying to wake me up in the morning, they simply used to switch off the fan.

Since I am raised in a farming family, I have different memories, where my father used to tell me If I see you while playing or wasting time, I will take you with me to work in the fields, indirectly that motivated me to study.

Like this I want to hear one small incident from two people except the roll players, that incident would be quick. Please stand up and share.

Disclosure – I am not a persuasion expert, nor have I mastered persuasion. I am sharing my experiences where some tried persuasion in unique ways, and it worked.

Talking about 5-min journal

Today, I stand before you to share some tales in the context of persuasion, to recount my experiences, and to reflect on the profound lessons learned along the way.

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A couple of weeks back, I visited my hometown Satara to meet my parents while driving back to Mumbai my father accompanied me. The Pune-Mumbai expressway offered smooth sailing with flawless roads, allowing me to indulge in my love for driving.

However, as we entered the city, the landscape changed drastically. I started coming across our chaotic city traffic, where we wait longer for signals, frequent speed breakers, some harsh auto and car drivers cutting lanes, sometimes people walking on the road without bothering, sometimes street dogs come suddenly in the middle of the road.

I am sure you must have experienced this situation. Due to that, as usual, I lost my cool and got irritated. That irritation was clearly visible in my tone and behavior to my father who was sitting quietly, listening to my frustration.

After that negative feeling, I calmed down after 30 minutes. Then my father asked me, "Do you think you have control over your mind?" Of course, papa, I have full control of only my mind. Papa quietly asked, "Do you see that street dog trying to cross the road?" I said, "Yes. that dog controls your mind, you don't. That auto, that signal, that speed breaker controls your mind, not you."

Rational Persuasion- This style relies on presenting logical arguments, evidence, and facts to persuade others.

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Another incident with my nephew, he is the son of my elder sister, who provided me shelter for 6 years while I was studying engineering at VJTI Mumbai and during my initial professional years. I inherently felt obligated to guide my niece and nephew in the right direction. He is a finance student. I learned from my sister that he took some crash course classes in intraday stock trading from a YouTube influencer and was considering becoming a full-time intraday stock trader instead of pursuing his master's degree.

That was a challenge for me, how to dissuade him from that decision? You must know, teenagers are hard to persuade, especially in today's generation, they are in a completely different world. I was thinking about how to behave with him in this situation or how to talk to him. That was a negative feeling I noted down in my journal.

During my casual in person conversation with him, I said to him, "Pratham I agree with you, it's quite easy and a trending thing nowadays; everyone is doing this trading. In fact, one of my uncle's sons, who is a shepherd, has also opened an online trading account by watching YouTube videos. While guarding sheep, he does intraday trading. How interesting, right? When I visit my hometown during holidays, he tells me about how to trade and which stocks to bet on trading.

In addition to that, I said to him, "Pratham basically in trading, for you to win, someone has to lose, or when you lose, someone must be winning. That winning guy might be my uncle's son, the shepherd. Believe me, a person like him would be your competitor."

Trust me, that example hit my nephew very hard. He did not agree at that moment, but a few days later, he said to me, "Mama, I changed my decision about trading. Now I am committed to pursuing my master's degree. You opened my eyes when you indirectly compared me to your shepherd cousin."

Reciprocating Persuasion- This style relies on presenting logical arguments, evidence, and facts to persuade others.

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Incident with professional life

Not today, but some years down the line, I have a dream of becoming a CXO. For that purpose, I started visualizing or manifesting my path towards that position. According to my plan and path, I'm supposed to be in the team where the CTO of my organization interacts regularly. This team works directly under the CTO, and we call it the CTO team. This team consists of passionate and highly experienced individuals, they are always ahead of the edge in terms of tools and techniques. I am sure that if I directly ask them to consider me for their team, they will not.

Instead, what I started doing a few months ago is hanging around those people during teatime, lunch, or post-lunch to join their general discussions. Recently, I understood what they are working on, so I casually asked one of the responsible persons if I could try that XYZ thing that we were discussing. To my surprise, he was very happy and surprised with my proactive assistance. He shared all the required details with me, and this weekend I will be working for that team even though I am officially not part of it. Hopefully, in the future, they will consider me.

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Incident with niece

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Experience with spouse

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