

*Rhetorical questions*

"What would you think the real number is?" "Did you ever think about how. . . ?" "So what does that mean?"

You needn't actually get an answer. Whenever you ask a rhetorical question, people will feel that you're talking directly to them, wanting to know. They feel stimulated and will automatically *think* an answer. They love to do that because they're not exposed, no one hears what they think, and they also know they're about to get the right answer—from you.

*Make them move*

If possible, get your audience to stand and stretch as a break in the proceedings after a particularly heavy segment or even as you begin, if they've been sitting there for a while.

Simply say: "Okay, everybody, stretching time. Everyone stand up and put your arms up like this and S T R E T C H ! "

You become an instant friend. It's attention-getting, since people rarely help an audience that way, and you'll get back a much more alert and willing audience.

If you're the type and feel comfortable with it, you can lead them in a few stretches and bends, even some jumps in place, and listen to them laugh and get charged up. It encourages the shy ones and makes for good rapport with your audience.

*"Turn to Your Neighbor"*

Whenever I teach something like the effects of eye contact in my seminars, I always ask people to turn to each other and try it out. Giving your audience something to do that bears out a point you're making is another great device for keeping audiences involved, interested, and paying attention.

*Demos at Their Seats*

Try to build in demonstrations they can do at their seats, to do something with their hands like drawing or writing. Or get them to stand up and try something as a group to experience it firsthand.

*Volunteers from Audience*

People love to watch someone *else* do something as they sit back and giggle, secretly thrilled that it isn't them but extremely intrigued to see