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# YOUR CURRENT SPEAKING BLUEPRINT

THE 4 GEARS TO  
EFFECTIVE COMMUNICATION

# THE 4 GEARS TO EFFECTIVE COMMUNICATION

Your current communication blueprint can be calculated by using the following formula:

$$T^P \times T^{SP} \times T^{SO} \times T^{LT} = CCB$$

Today's Psychology x Today's Speaker Presence x  
Today's Speaking Opportunities x Today's Leadership Talks  
= Current Communication Blueprint



# INSTRUCTIONS: GET REAL, BE HONEST, BE SPECIFIC!

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Your communication blueprint is a powerful tool to give you absolute clarity about how you have created your current speaking pattern (for better or worse). In addition, this will assist you in pinpointing the precise changes you need to make in order to achieve your ultimate speaking ambitions.

You're about to become a conscious architect of your communication future. This is the first step of that process – to discover precisely how you have directed “The 4 Gears” that are the foundation of your speaking future.

## HERE'S HOW IT WORKS:

1. Quickly answer the questions in each of the four sections – this entire process should take you about 30 minutes.
2. For each question, first, you'll give an answer that's qualitative (i.e., terrible, poor, fair, good, excellent, or outstanding). Please be completely honest with yourself in your responses to these questions. If you don't know the answer, check 'terrible.' You can only take control of what you can consciously acknowledge.
3. Then, you'll write a brief description so that you can be more precise about your current condition.
4. Next, assign a numerical rating from 0 to 10 (0 being terrible – no knowledge, progress, results, etc. and 10 being exactly where you want to be).
5. After you complete each section, you'll determine the average rating. Then you'll capture what you learned by answering the questions so that you know what you need to reinforce, improve, strengthen, and focus on during the Speaker Ignite Programme.
6. At the end of the programme, you'll have an opportunity to complete your NEW SPEAKING BLUEPRINT (starts on 27) so that you can capture the progress you make during the event!

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The first step in getting where you want to go is identifying exactly where you are now. So, sit up in your chair, keep your energy high, write fast, and let's discover the “blueprint” that's shaping your current communication pattern. Begin answering the questions in Section 1 now!

# SECTION 1:

## TODAY'S PSYCHOLOGY



## SECTION 1: TODAY'S PSYCHOLOGY

	RATING (0-10)
<p>1. HOW WOULD YOU RATE YOUR SPEAKING ABILITY? WHERE ARE YOU ON YOUR SPEAKING JOURNEY? WHAT IS YOUR SPEAKING IDENTITY?</p> <p>For example, do you consider yourself as a “newbie,” “just beginning,” “advanced,” or “expert speaker.”</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>2. HOW WOULD YOU RATE YOUR EMOTIONS AROUND SPEAKING?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p> <p>CAPTURE THE PRIMARY EMOTIONS OR ASSOCIATIONS YOU HAVE ABOUT SPEAKING BELOW:</p> <p>Positive Emotions:</p> <p>Negative Emotions:</p>	

## SECTION 1: TODAY'S PSYCHOLOGY (Continued)

	RATING (0-10)
<p>3. HOW WOULD YOU RATE YOUR LEVEL OF CONCERN OR FEAR WHEN IT COMES TO SPEAKING?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p> <p>CAPTURE THE PRIMARY EMOTIONS OR ASSOCIATIONS YOU HAVE ABOUT SPEAKING BELOW:</p>	
<p>4. HOW WOULD YOU RATE YOUR BELIEFS ABOUT SPEAKING TO A GROUP OF PEOPLE?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p> <p>CAPTURE SOME OF YOUR BELIEFS BELOW:</p> <p>Empowering Beliefs      Negative Emotions:</p>	
<p>5. DO YOU SPEND MOST OF YOUR TIME AROUND PEOPLE WHO ARE COMMUNICATING...</p> <p>Better than you      Significantly worse off than you About the same as you</p> <p>Brief Description:</p>	

## SECTION 1: TODAY'S PSYCHOLOGY (Continued)

	RATING (0-10)
<p>6. HOW WOULD YOU RATE THE CLARITY AND STRENGTH OF YOUR CURRENT SPEAKING GOALS?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p> <p>WHAT ARE YOUR TOP 2-3 SPEAKING AMBITIONS, GOALS, OR "MUSTS"?</p>	
<p>7. Do You Currently Have a SPEAKING PLAN that Specifies What Exactly to Work on and How to Progress your Speaking Journey? Do You Follow It? Or Do You Just Go With the Flow?</p>	
<p>8. HOW WOULD YOU RATING YOUR ABILITY TO HANDLE SPEAKING STRESS? Are you able to stay composed when you speak to an audience?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

## SECTION 1: TODAY'S PSYCHOLOGY (Continued)

	RATING (0-10)
<p>9. WHAT IS YOUR RISK TOLERANCE TO FAILURE? And How Does It Impact Your Decision To Future Speaking Engagements?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>10. HOW IS YOUR PSYCHOLOGY AROUND SPEAKING? What Is The Impact Of Your Current Speaking Psychology On Your Long-Term Career, Relationships And Progression In Life?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

### OVERALL RATING FOR TODAY'S PSYCHOLOGY:

Add up your scores for each of the 10 questions in this section and then divide by 10. This is your total overall rating.

OVERALL RATING (0-10)

(Transfer this number to the Today's Psychology quadrant on page 24)

WHAT HAVE YOU LEARNED BY ANSWERING THESE QUESTIONS? WHAT DO YOU NEED TO REINFORCE, IMPROVE, STRENGTHEN, AND/OR FOCUS ON IN ORDER TO SIGNIFICANTLY IMPROVE YOUR CURRENT ECONOMIC OUTLOOK?



# SECTION 2:

## TODAY'S SPEAKER PRESENCE



## SECTION 2: TODAY'S SPEAKER PRESENCE

	RATING (0-10)
<p>1. OVERALL STAGE PRESENCE:</p> <p>What is and how would you rate your current stage presence. How do others perceive you? Do you come across as being calm, confident, in control?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>2. SPEAKER STANCE:</p> <p>What is and how would you rate your speaking stance? Do you prefer to stand and present or stay seated? If you stand or sit down, how do you come across to others?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>3. EYE CONTACT:</p> <p>What is and how would you rate your eye contact? Do tend to look away or avoid eye contact? Do you tend to stare at one person or the floor? Do you feel awkward to hold eye contact with your audience?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

## SECTION 2: TODAY'S SPEAKER PRESENCE (Continued)

	RATING (0-10)
<p>4. VOCAL VARIETY:</p> <p>What is and how would you rate your vocal variety? Do you have crutch words that distract the audience from your message? Do you have a monotonous voice? Do you speak too fast? Do you speak too slowly? Do you pace your speaking?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>5. GESTURES:</p> <p>What is and how would you rate your hand gestures? Do you tend to speak with your hands? Are your hand gestures appropriate for what you say? Are your hand gestures appropriate for the type of talk you deliver? Is your hand gestures natural and strong or are they awkward and distracting?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>6. MOVEMENT:</p> <p>What is and how would you rate your movement? Do you pace and walk? Do you tend to stand still? Do you shuffle your feet as you walk? Do you feel the need to walk the entire length of the stage? Do you get confused on what to say because you are moving and talking?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

## SECTION 2: TODAY'S SPEAKER PRESENCE (Continued)

	RATING (0-10)
<p>7. LOOK AFTER YOURSELF:</p> <p>What is and how would you rate your commitment to looking after yourself before your talk? Do you drink more water, or more caffeine, before your presentations? Do you know how to manage and conserve your energy as a speaker? Do you tend to feel thirsty as you present? Do you feel exhausted and drained after you present?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>8. SPEAKING PREPARATION:</p> <p>What is and how would you rate your speaking preparation before your talk? Do you have a detailed checklist of everything that you need that will aid your talk? Do you have a back-up plan in place in case things go wrong? Do you acclimatise yourself to the speaking environment before your talk?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>9. SPEAKING SCRIPTS:</p> <p>What does your speaking notes looking like?" Do you tend to prepare detailed speaking notes and then read it off to your audience? Do you have detailed PowerPoint slides?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

## SECTION 2: TODAY'S SPEAKER PRESENCE (Continued)

	RATING (0-10)
<p>10. USE OF STAGE:</p> <p>How would you rate your overall level of understanding between the use of the stage versus your speaking area? Do you currently have an idea on how to move and speak in front of your audience or do you go with the flow and do what comes naturally to you?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

### OVERALL RATING FOR TODAY'S SPEAKER PRESENCE:

Add up your scores for each of the 10 questions in this section and then divide by 10. This is your total overall rating.

OVERALL RATING (0-10)

(Transfer this number to the Today's Speaker Presence quadrant on page 24)

WHAT HAVE YOU LEARNED BY ANSWERING THESE QUESTIONS? WHAT DO YOU NEED TO REINFORCE, IMPROVE, STRENGTHEN, AND/OR FOCUS ON IN ORDER TO SIGNIFICANTLY IMPROVE YOUR CURRENT ECONOMIC OUTLOOK?

# **SECTION 3:**

## **TODAY'S SPEAKING OPPORTUNITIES**



## SECTION 3: TODAY'S SPEAKING OPPORTUNITIES

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HOW WOULD YOU RATE YOUR CURRENT LEVEL OF UNDERSTANDING ON THE FOLLOWING ASPECTS OF SPEAKING?

	RATING (0-10)
<p><b>1. IMPROMPTU SPEAKING</b></p> <p>How would you rate your current ability to speak off-the-cuff, unscripted with little to no rehearsal and be able to deliver a coherent message with a clear opening, body, and conclusion?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p><b>2. HOOK THE AUDIENCE ATTENTION</b></p> <p>How would you rate your current ability to quickly get the audience's attention in the first 45 seconds and to maintain their attention for the duration of your talk?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p><b>3. STORY-TELLING</b></p> <p>How would you rate your current ability to incorporate story-telling within your talk as a means to position yourself as a credible speaker?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

## SECTION 3: TODAY'S SPEAKING OPPORTUNITIES (Continued)

	RATING (0-10)
<p><b>4. PACKAGING YOUR CONTENT</b></p> <p>How would you rate your current ability to package your content in a way that is logical, appealing, and easy to relate to your audience?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p><b>5. DELIVERING YOUR MESSAGE</b></p> <p>How would you rate your current ability to deliver your message in a way that is both educational, memorable, and encapsulating.</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p><b>6. ANSWERING QUESTIONS DURING OR AFTER YOUR TALK</b></p> <p>How would you rate your current ability to answer questions? What do you do to prepare for the Q&amp;A Session? Can you deal with a tough audience member and/or a tough question?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	



## SECTION 3: TODAY'S SPEAKING OPPORTUNITIES (Continued)

	RATING (0-10)
<p>7. YOUR ABILITY TO SELL, PERSUADE, OR INFLUENCE AN AUDIENCE</p> <p>How would you rate your current ability to construct a talk that effectively persuades the audience towards your idea or proposal? Are you able structure a talk that either sells a product or sells a service to the audience?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>8. YOUR ABILITY TO INSPIRE, MOTIVATE AND UPLIFT AN AUDIENCE</p> <p>How would you rate your current ability to construct a talk that effectively inspires, motivates and uplifts an audience?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>9. YOUR ABILITY TO TEACH, INFORM OR EDUCATE</p> <p>How would you rate your current ability to construct a talk that effectively teaches, educates or informs them on a topic of mutual interest?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

## SECTION 3: TODAY'S SPEAKING OPPORTUNITIES (Continued)

	RATING (0-10)
<p>10. YOUR ABILITY TO CONDUCT A MONTHLY OR QUARTERLY UPDATE / REVIEW OF PAST PERFORMANCE</p> <p>How would you rate your current ability to construct a talk that effectively provides a review of the past month/quarter's performance that provides relevant information to a senior panel for effective decision-making purposes.</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

### OVERALL RATING FOR TODAY'S SPEAKING OPPORTUNITIES:

Add up your scores for each of the 10 questions in this section and then divide by 10. This is your total overall rating.

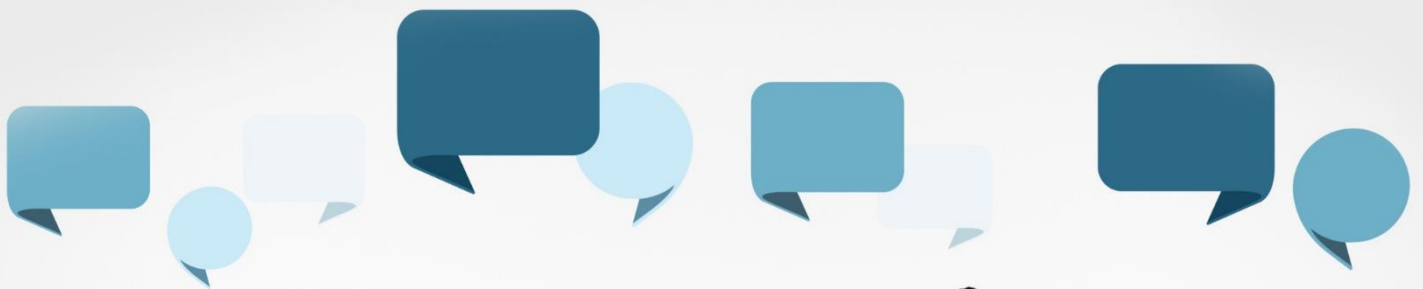
OVERALL RATING (0-10)

(Transfer this number to the Today's Speaking Opportunity quadrant on page 24)

WHAT HAVE YOU LEARNED BY ANSWERING THESE QUESTIONS? WHAT DO YOU NEED TO REINFORCE, IMPROVE, STRENGTHEN, AND/OR FOCUS ON IN ORDER TO SIGNIFICANTLY IMPROVE YOUR CURRENT ECONOMIC OUTLOOK?

# **SECTION 4:**

## **TODAY'S LEADERSHIP TALKS**



## SECTION 4: TODAY'S LEADERSHIP TALKS

	RATING (0-10)
<p>1. ARE YOU TAKING UP OPPORTUNITIES IN BOTH YOUR SOCIAL AND WORK CIRCLES TO SPEAK TO AUDIENCES?</p> <p>Do you say "yes" to speaking opportunities or delay or decline them and then regret it afterwards?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>2. ARE YOU PARTICIPATING IN MEETINGS WHEN YOU ARE A DELEGATE OR AUDIENCE PARTICIPANT?</p> <p>How would you rate your ability to contribute to the discussion of the host / speaker? Do you participate in the Q&amp;A panel or do you rely on other people to say what you are thinking?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>3. DO YOU HAVE A SPEAKING PLAN? Are you consistently following a plan to review (at least monthly) your speaking engagements and conduct a self-assessment of what to maintain, enhance or change for the next talk?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

## SECTION 3: TODAY'S LEADERSHIP TALKS (Continued)

	RATING (0-10)
<p>4. HOW WOULD YOU RATE YOUR ABILITY TO FACILITATE A BRAINSTORMING SESSION EITHER VIRTUALLY OR IN A FACE-TO-FACE SESSION?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>5. HOW WOULD YOU RATE YOUR ABILITY TO FACILITATE A PROBLEM-SOLVING SESSION EITHER VIRTUALLY OR IN A FACE-TO-FACE SESSION?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>6. HOW WOULD YOU RATE YOUR ABILITY TO DELIVER BAD OR UNFAVOURABLE NEWS TO AN AUDIENCE (YOUR TEAM / A BUSINESS UNIT / A SENIOR PANEL / A PUBLIC AUDIENCE)</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

## SECTION 3: TODAY'S LEADERSHIP TALKS (Continued)

	RATING (0-10)
<p>7. HOW WOULD YOU RATE YOUR ABILITY TO DELIVER A CHANGE MANAGEMENT TALK TO AN AUDIENCE (YOUR TEAM / A BUSINESS UNIT / A SENIOR PANEL / A PUBLIC AUDIENCE)</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>8. HOW WOULD YOU RATE YOUR ABILITY TO DELIVER A CRISIS MANAGEMENT TALK TO AN AUDIENCE (YOUR TEAM / A BUSINESS UNIT / A SENIOR PANEL / A PUBLIC AUDIENCE)</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	
<p>9. HOW WOULD YOU RATE YOUR ABILITY TO CONDUCT A SPEECH IN PRAISE TO EITHER A PERSON OR TO AN EVENT IN FRONT OF AN AUDIENCE (YOUR TEAM / A BUSINESS UNIT / A SENIOR PANEL / A PUBLIC AUDIENCE)</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

## SECTION 3: TODAY'S LEADERSHIP TALKS (Continued)

	RATING (0-10)
<p>10. ARE YOU CURRENTLY MAXIMISING ALL YOUR RESOURCES TO ACHIEVE YOUR SPEAKING AND COMMUNICATION GOALS THAT YOU ARE COMMITTED TO?</p> <p>Terrible      Poor      Fair      Good      Excellent      Outstanding</p> <p>Brief Description:</p>	

### OVERALL RATING FOR TODAY'S LEADERSHIP TALKS:

Add up your scores for each of the 10 questions in this section and then divide by 10. This is your total overall rating.

OVERALL RATING (0-10)

(Transfer this number to the Today's Speaking Opportunity quadrant on page 24)

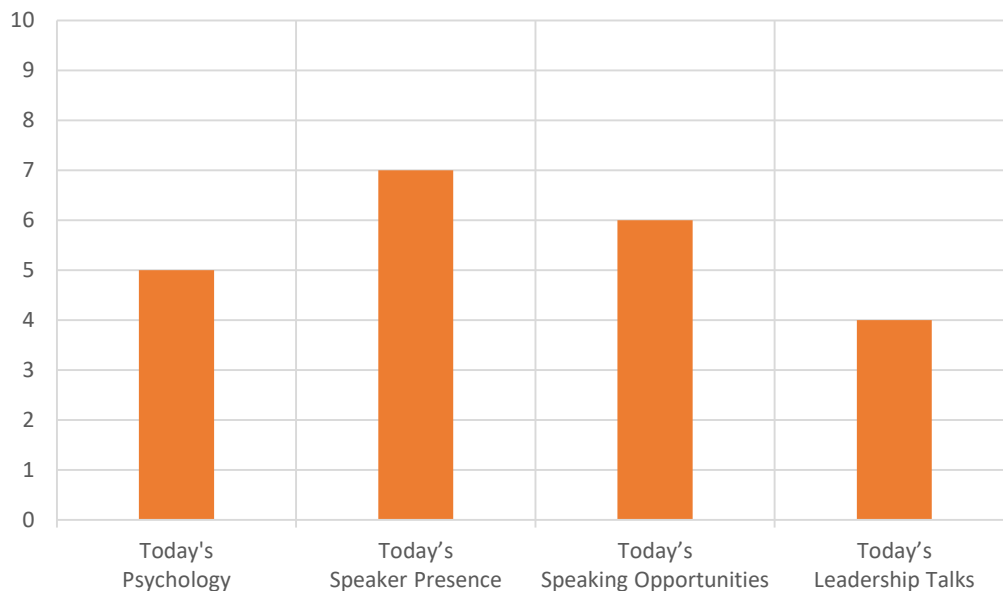
WHAT HAVE YOU LEARNED BY ANSWERING THESE QUESTIONS? WHAT DO YOU NEED TO REINFORCE, IMPROVE, STRENGTHEN, AND/OR FOCUS ON IN ORDER TO SIGNIFICANTLY IMPROVE YOUR CURRENT ECONOMIC OUTLOOK?

## DETERMINE YOUR OVERALL SCORE

Refer to your overall ratings in each of the four areas and enter them in the appropriate category below. Then, add lines 1-4 and divide that score by four in order to determine your overall average rating.

Today's Psychology (Your overall rating from page 8)	+	
Today's Speaker Presence (Your overall rating from page 13)	+	
Today's Speaking Opportunities (Your overall rating from page 18)	+	
Today's Leadership Talks (Your overall rating from page 23)	+	
OVERALL TOTAL / 4 AVERAGE OVERALL RATING	=	

## EXAMPLE OF CURRENT SPEAKING BLUPRINT

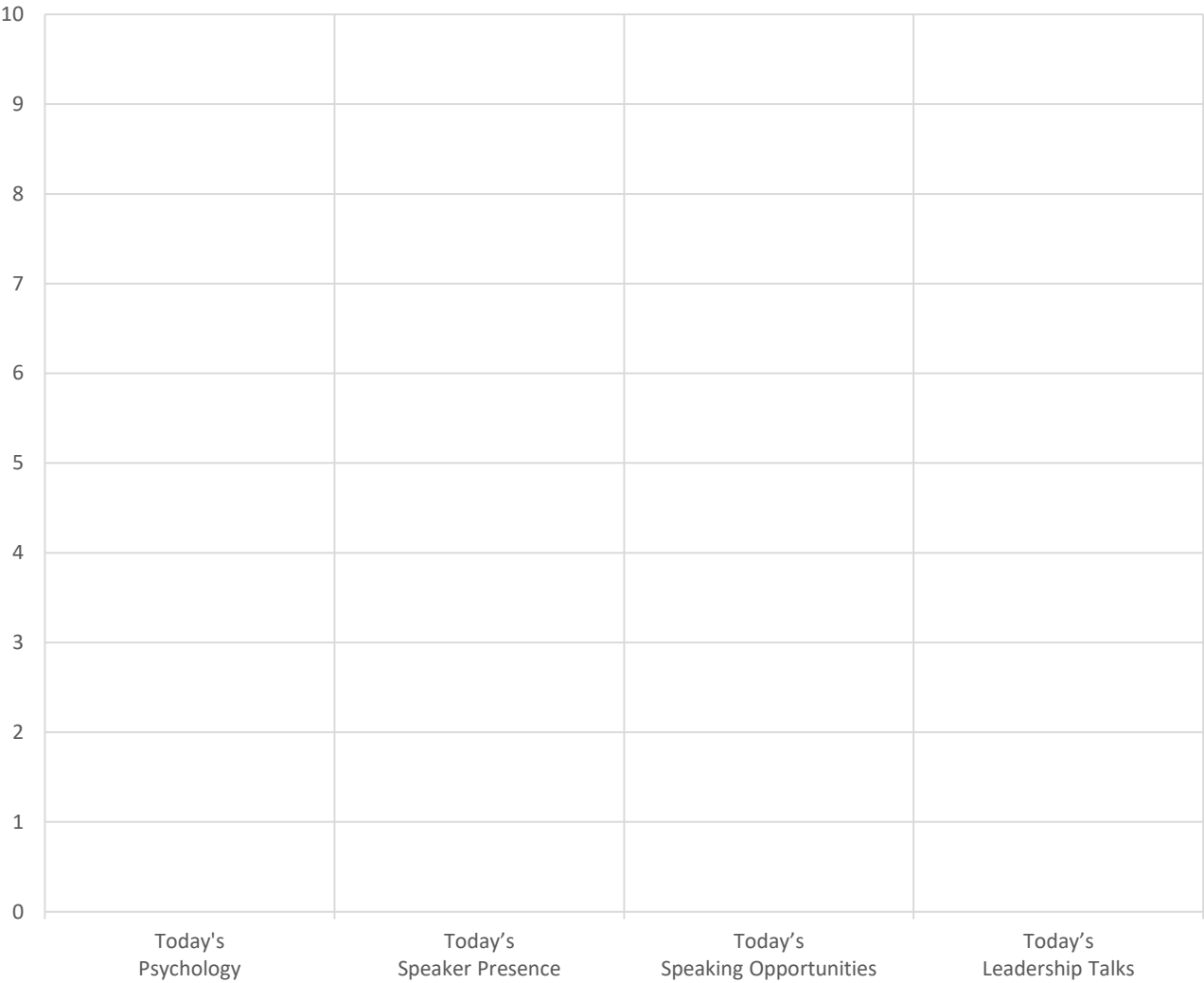




# DETERMINING YOUR CURRENT SPEAKING BLUEPRINT

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Transfer your overall numerical rating from the previous page to the appropriate quadrant below by shading in each quadrant up to the corresponding number as your rating.



STOP HERE

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NOTES

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# YOUR NEW SPEAKING BLUEPRINT



# THE 4 GEARS TO EFFECTIVE COMMUNICATION

Your NEW communication blueprint can be calculated by using the following formula:

$$N^P \times N^{SP} \times N^{SO} \times N^{LT} = NCB$$

New Psychology x New Speaker Presence x  
New Speaking Opportunities x New Leadership Talks  
= New Communication Blueprint



# SECTION 1:

## NEW PSYCHOLOGY



## SECTION 1: NEW PSYCHOLOGY

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1. WHAT IS YOUR NEW SPEAKER IDENTITY? For example, would you consider yourself to be a conduit of a message? Is your new identity tied to the emotions you associate to speaking (e.g. powerful, influential, generous, confident)?

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2. WHAT EMPOWERING NEW BELIEFS HAVE YOU ADOPTED (OR MUST ADOPT) IN ORDER TO ACHIEVE YOUR SPEAKING GOALS?

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3. IN ORDER TO EXPAND YOUR THINKING AND YOUR OPPORTUNITIES, WHO ARE THE SPEAKING MENTORS OR COACHES THAT YOU CAN DEVELOP A RELATIONSHIP WITH? WHEN CAN YOU MAKE CONTACT?

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## SECTION 1: NEW PSYCHOLOGY (Continued)

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4. HAVING MADE THE CHANGES DETAILED IN THE ANSWERS TO THE PREVIOUS QUESTIONS DESCRIBE YOUR NEW EMOTIONS ABOUT YOUR SPEAKING AMBITIONS AND SPEAKING JOURNEY AHEAD? WHAT'S THE LEVEL OF CLARITY YOU HAVE NOW?

5. OVERALL, WHAT ACTIONS DO YOU NEED TO TAKE TO FORTIFY AND CONDITION YOUR NEW SPEAKING IDENTITY? WHAT EMOTIONS DO YOU NEED TO EMBODY TO SUPPORT YOU IN ACHIEVING THE SPEAKING DREAMS THAT YOU DESIRE?

OVERALL, RATE YOURSELF ON YOUR NEW PSYCHOLOGY BLUEPRINT ON A SCALE OF 0-10.

OVERALL RATING (0-10)

(Transfer this number to the New Psychology quadrant on page 41)

("0" Being you don't feel like you have a strong psychology or clear action plan yet and "10" being you have total clarity about what you need to do to get to where you want to be and it's an absolute "must")

# SECTION 2:

## NEW SPEAKER PRESENCE





## SECTION 2: NEW SPEAKER PRESENCE

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1. WHAT ARE THE TOP TWO AREAS YOU WOULD LIKE TO FOCUS ON TO SIGNIFICANTLY IMPROVE ON YOUR SPEAKER PRESENCE

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2. WHY IS THIS A MUST FOR YOU NOW? WHY WILL YOU FOLLOW THROUGH AND ACHIEVE THESE OUTCOMES NO MATTER WHAT?

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3. WHAT FIRST STEP CAN YOU TAKE RIGHT NOW?

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## SECTION 2: NEW SPEAKER PRESENCE (Continued)

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4. WHAT ARE THE ACTIONS YOU NEED TO TAKE TO ENSURE THAT YOU UNDERSTAND HOW TO MOVE WITHIN YOUR SPEAKING AREA FOR MAXIMUM IMPACT OF YOUR MESSAGE?

5. WHAT ARE THE ADDITIONAL ACTIONS THAT YOU ARE COMMITTED TO COMPLETING IN THE NEXT 6-12 MONTHS TO SIGNIFICANTLY IMPROVE ON YOUR STAGE PRESENCE?

OVERALL, RATE YOURSELF ON YOUR NEW SPEAKER PRESENCE BLUEPRINT ON A SCALE OF 0-10.

OVERALL RATING (0-10)

(Transfer this number to the New Speaker Presence quadrant on page 41)

("0" Being you don't feel like you have a strong psychology or clear action plan yet and "10" being you have total clarity about what you need to do to get to where you want to be and it's an absolute "must")

# **SECTION 3:**

## **NEW SPEAKING OPPORTUNITIES**



## SECTION 3: NEW SPEAKING OPPORTUNITIES

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### 1. HOOK AND MAINTAIN THE AUDIENCE ATTENTION

What are the core speaking principles that you must consistently apply to get the audience attention?

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### 2. STORYTELLING: What have you learnt about storytelling and how do you intend on using the techniques taught?

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### 3. PACKAGING YOUR CONTENT: What have you learnt about packaging and delivering your content and how do you intend on using the techniques taught?

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## SECTION 3: NEW SPEAKING OPPORTUNITIES (Continued)

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4. WHAT HAVE YOU LEARNT ABOUT ANSWERING QUESTIONS AND HANDLING A TOUGH AUDIENCE AND HOW DO YOU INTEND ON USING THE TECHNIQUES TAUGHT?

5. OVERALL, WHAT ACTIONS DO YOU NEED TO TAKE TO CONTINUE TO TAKE YOUR UNDERSTANDING AND SPEAKING EXPERTISE TO THE NEXT LEVEL?

OVERALL, RATE YOURSELF ON YOUR NEW SPEAKING OPPORTUNITIES BLUEPRINT ON A SCALE OF 0-10.

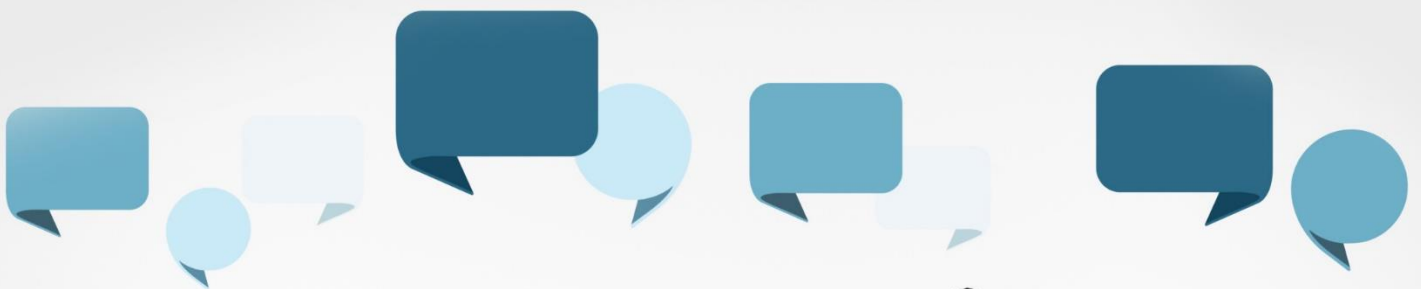
OVERALL RATING (0-10)

(Transfer this number to the New Speaking Opportunities quadrant on page 41)

("0" Being you don't feel like you have a strong psychology or clear action plan yet and "10" being you have total clarity about what you need to do to get to where you want to be and it's an absolute "must")

# **SECTION 4:**

## **NEW LEADERSHIP TALKS**



## SECTION 4: NEW LEADERSHIP TALKS

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1. WHAT SPECIFIC MANAGEMENT TALK ARE YOU COMMITTED TO MASTERING WITHIN THE NEXT 3-6 MONTHS? WHY IS THIS SO IMPORTANT TO YOU?

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2. WHAT ARE YOU COMMITTED TO IMPROVING, STRENGTHENING, REFINING OR GROWING IN ORDER TO TRANSITION TOWARDS DELIVERING MORE LEADERSHIP TALKS AS PART OF YOUR SPEAKING JOURNEY?

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3. WHAT OPPORTUNITIES ARE AROUND YOU RIGHT NOW THAT YOU CAN TAKE ADVANTAGE OF IN ORDER TO GROW YOUR SKILL IN LEADERSHIP TALKS? HOW CAN YOU CREATE OPPORTUNITIES IF NONE EXIST RIGHT NOW?

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## SECTION 4: NEW LEADERSHIP TALKS (Continued)

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4. WHY IS IT A MUST FOR YOU TO CONSISTENLY CONDUCT A SELF-REVIEW OF YOUR PRESENTATIONS TO EVALUATE YOUR PROGRESS AND STRATEGIES TO ENSURE YOU ARE LEARNING AND GROWING YOUR SKILL?

5. WHAT IMMEDIATE ACTIONS MUST YOU TAKE TO CLEARLY ACHIEVE YOUR SPEAKING GOALS, CONSISTENTLY MONITOR YOUR PROGRESS, AND CORRECT IT WHEN IT'S OFF COURSE?

OVERALL, RATE YOURSELF ON YOUR NEW LEADERSHIP TALKS BLUEPRINT ON A SCALE OF 0-10.

OVERALL RATING (0-10)

(Transfer this number to the New Leadership Talks quadrant on page 41)

("0" Being you don't feel like you have a strong psychology or clear action plan yet and "10" being you have total clarity about what you need to do to get to where you want to be and it's an absolute "must")

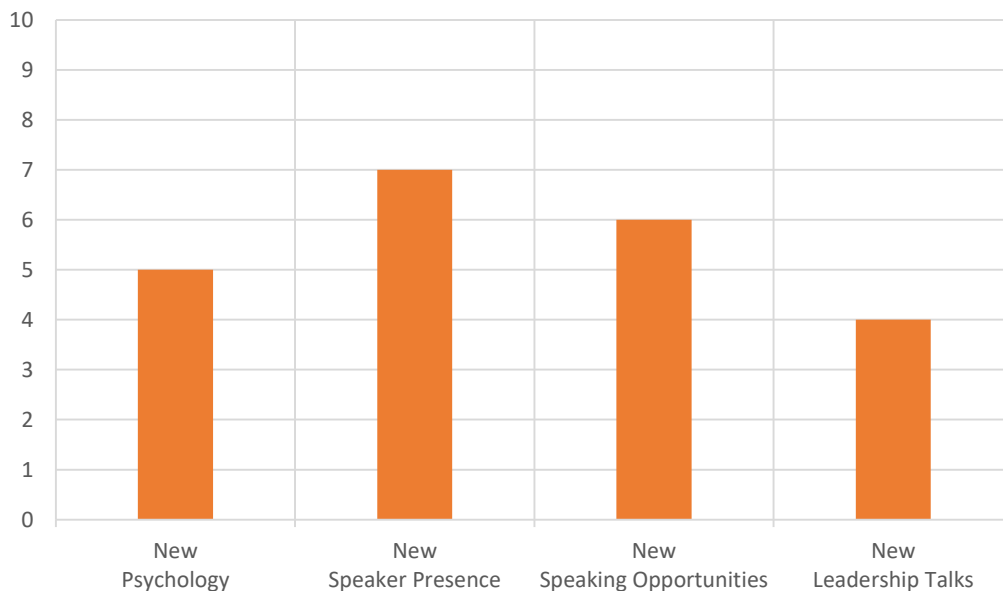


## DETERMINE YOUR OVERALL SCORE

Refer to your overall ratings in each of the four areas and enter them in the appropriate category below. Then, add lines 1-4 and divide that score by four in order to determine your overall average rating.

New Psychology (Your overall rating from page 31)	+	
New Speaker Presence (Your overall rating from page 34)	+	
New Speaking Opportunities (Your overall rating from page 37)	+	
New Leadership Talks (Your overall rating from page 40)	+	
OVERALL TOTAL / 4 AVERAGE OVERALL RATING	=	

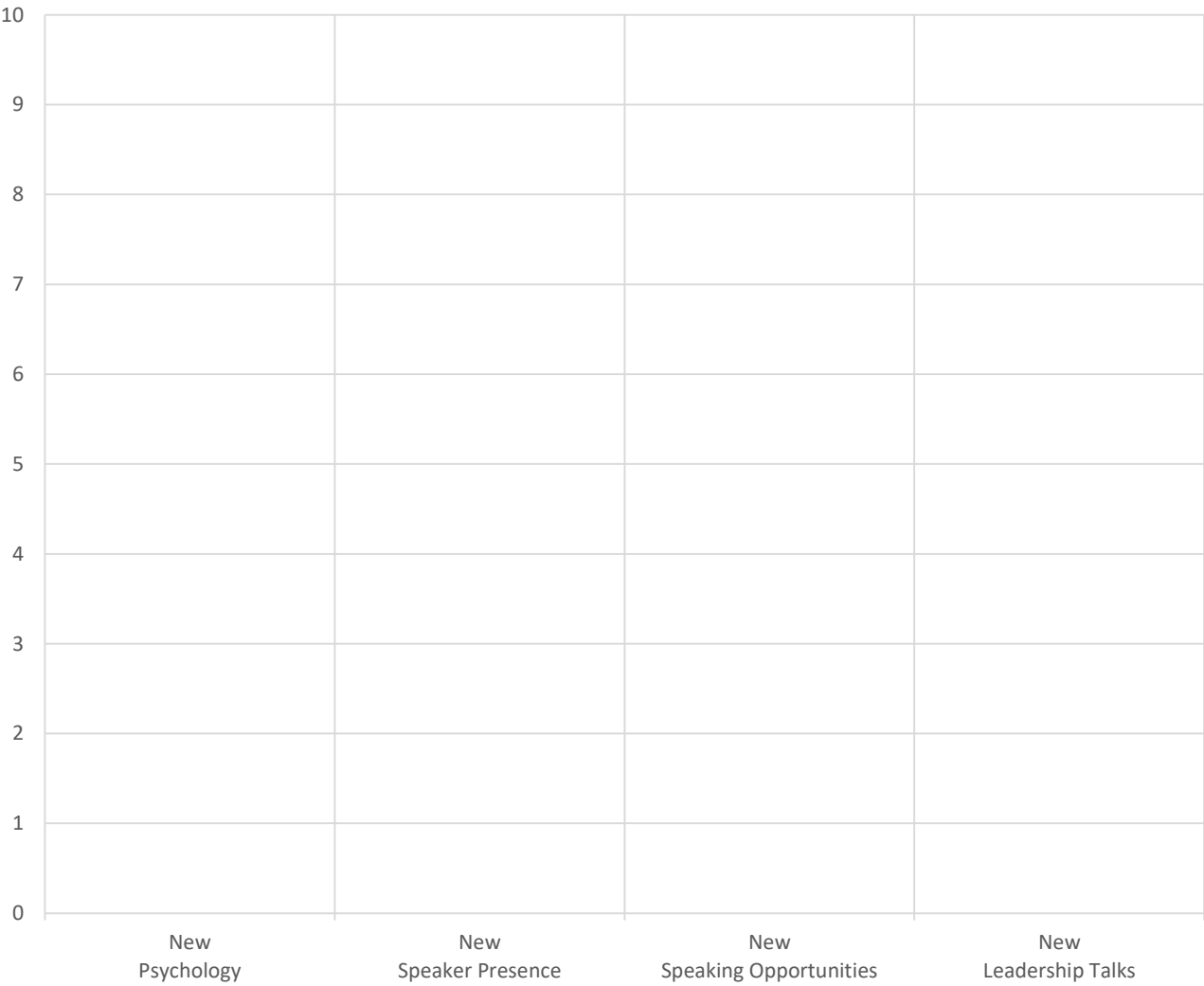
## EXAMPLE OF NEW SPEAKING BLUPRINT



# DETERMINING YOUR NEW SPEAKING BLUEPRINT

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Transfer your overall numerical rating from the previous page to the appropriate quadrant below by shading in each quadrant up to the corresponding number as your rating.



## NOTES

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"Speaking is a journey and not a destination."

– Dineshrie Pillay –

