

# Powerful Presentations

## Making that 1<sup>st</sup> Impression

1. Visual
2. Vocal
3. Verbal



# What People Remember About Us What % ... how we look?

a) 22%      b) 55%      c) 91%

**b) 55%**



# What People Remember About Us

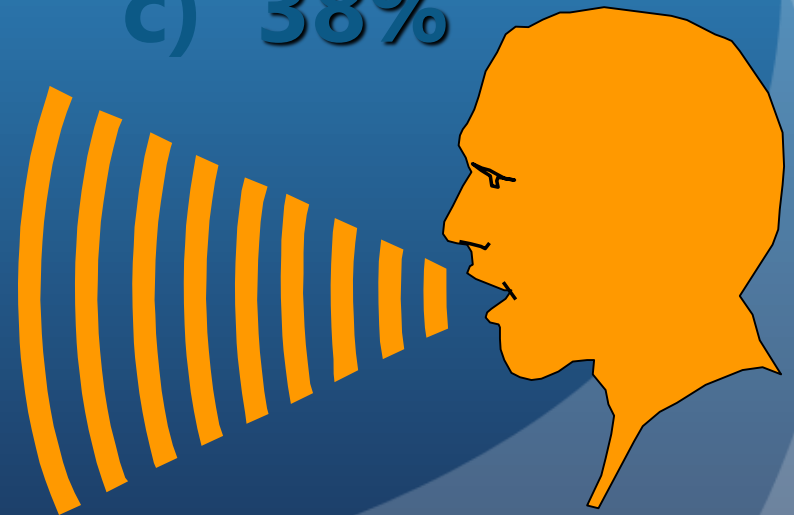
What % .. how we sound?

a) 8%

b) 21%

c) 38%

c) 38%



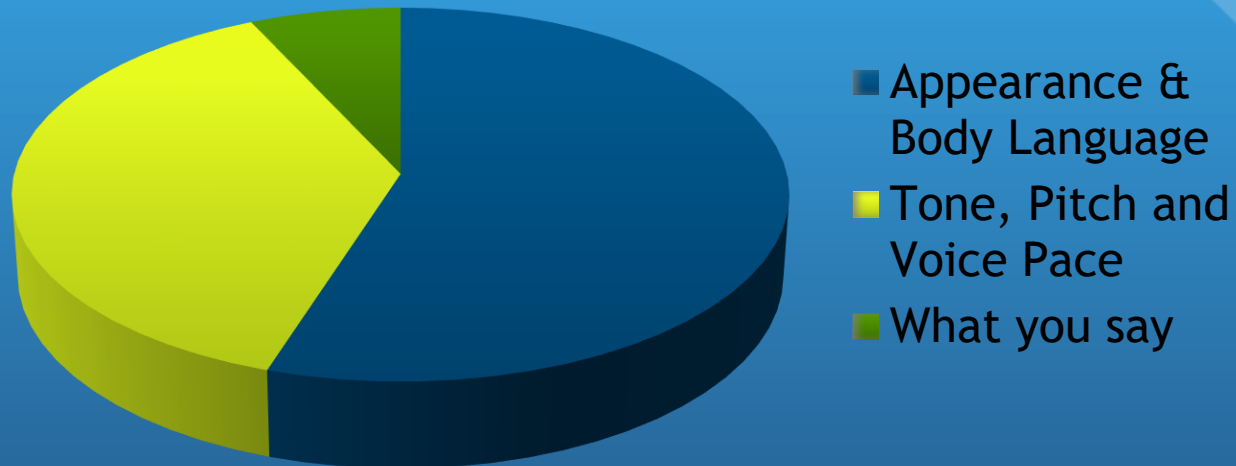
# What People Remember About Us

**What % ... what we say?**

**a) 7%                      b) 15%                      c) 42%**

**a) 7%**

# First Impressions: 93% rule...



# Visual Presence

- Stance:



# Visual Presence

- Weight Balance



# Visual Presence

- Hand Position:





# Visual Presence

- Gestures:



# Visual Presence

- Body Frame - Posture:



# Visual Presence

- Head & Eye Position / Movement:



# Visual Presence

- Facial Expression/Affect:



# Visual Presence - Body Language

- Brushing you hair off of your face
- Blinking
- Nibbling your lip
- Scratching your nose
- Closing your eyes
- Angling Yourself
- Crossing your arms
- Fidgeting

# Vocal Presence

- Inflection:
- Intonation:
- Rate of speech
- Vitality:
- Articulation:



(dictionary.com)