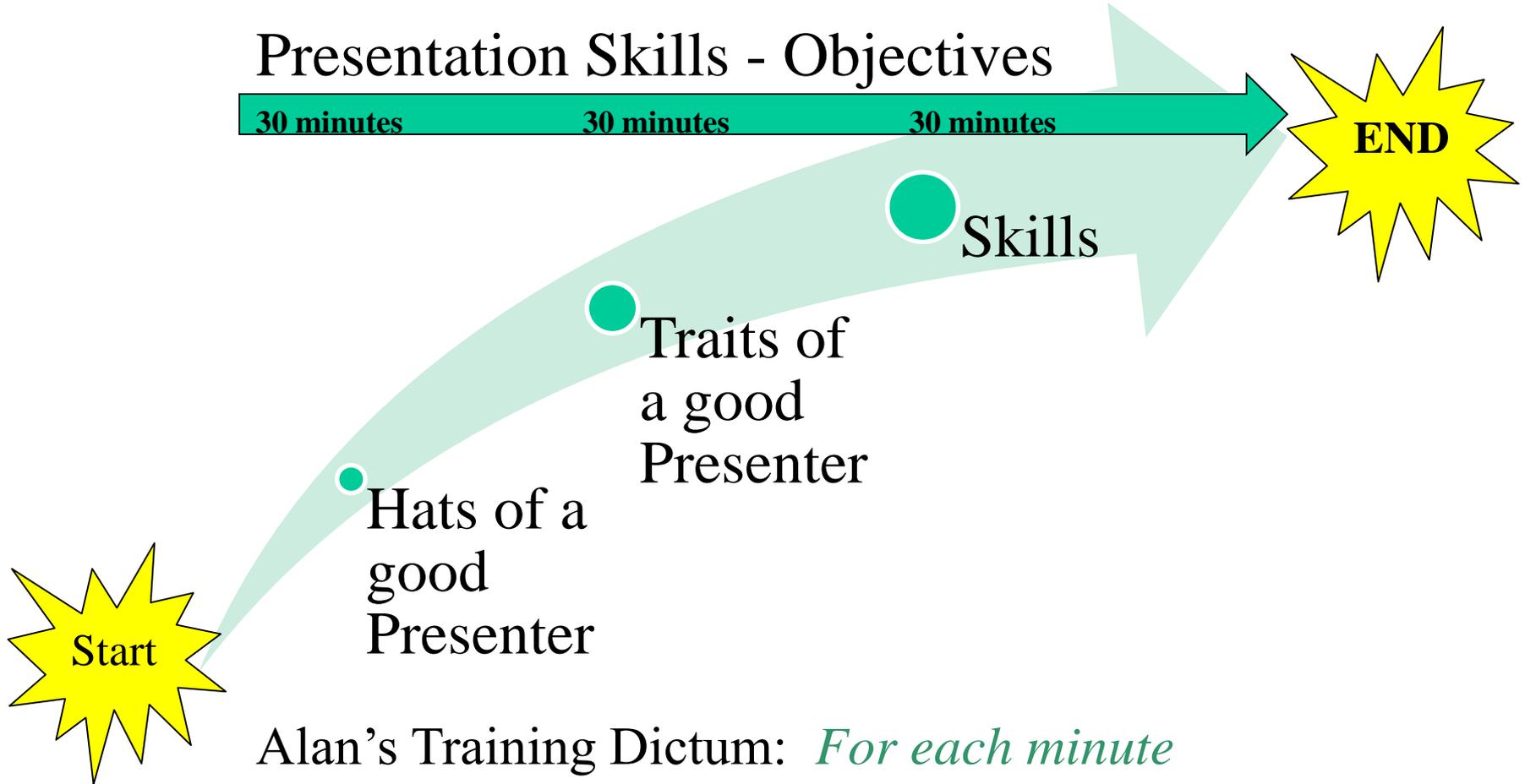


Presentation Skills

Presentation Skills - Objectives



Alan's Training Dictum: *For each minute that you let people get out early there is a corresponding positive critique from the audience.*

**Introductions: NAME game
where you work, where you from,
something you cherish**

**With a few
adjustments,
you can make
your
presentations
more powerful**

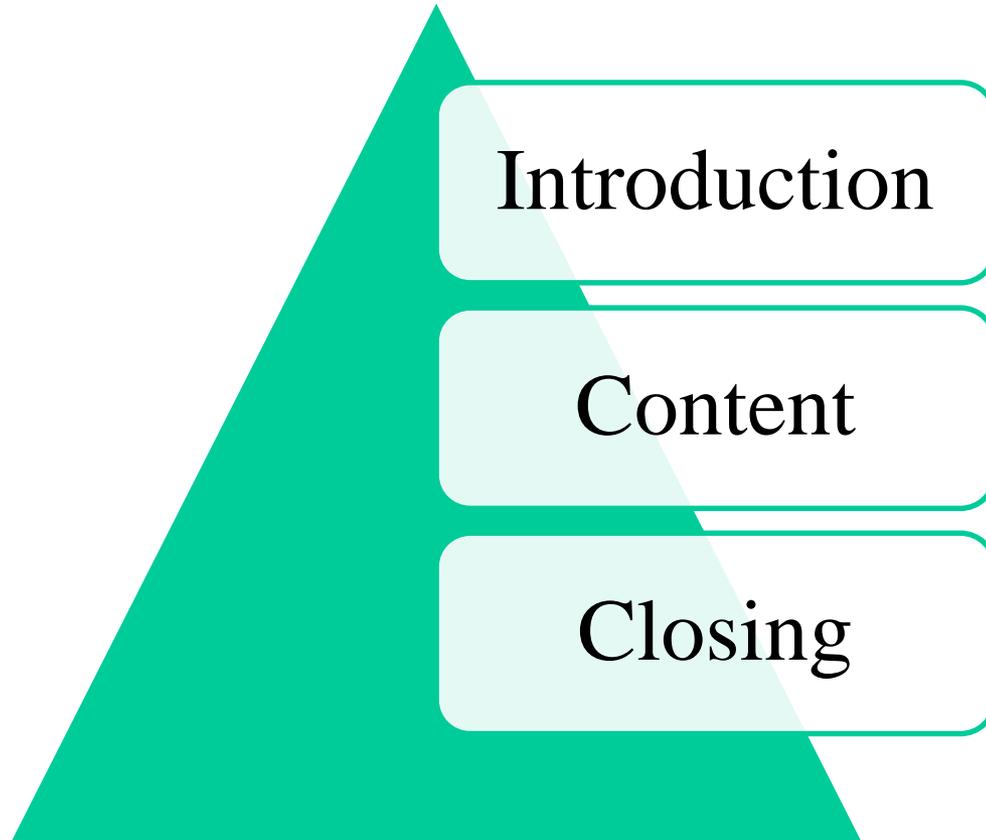
Word Clearing - Exercise

Emotional

having feelings that are easily excited and openly displayed.

Investment

the action or process of investing personal resources for desired results

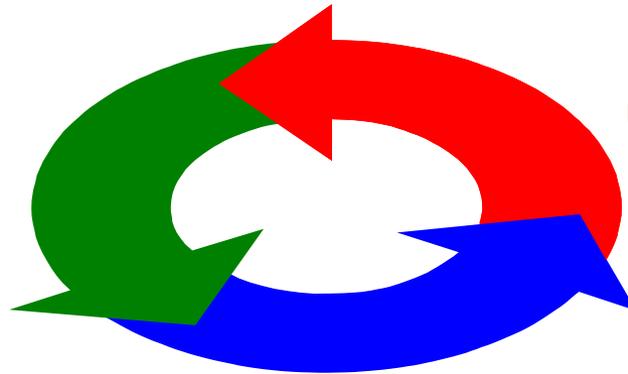


Tell the audience what you're going to say, say it; then tell them what you've said. - *Dale Carnegie*



What's the Difference?

Entertainer



Salesman

Presenter/Teacher

What does it take to sell?



⇒ **Product Knowledge**

⇒ **Customer Rapport**

⇒ **Empathy**

⇒ **Credibility**

⇒ **Appropriateness**

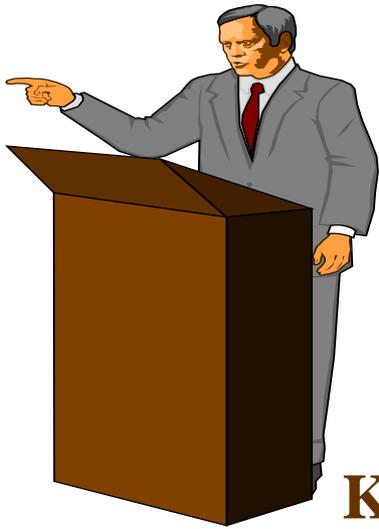
⇒ **Enthusiasm**

Nothing great was ever achieved
without enthusiasm. Ralph Waldo
Emerson

What does it take to be an Entertainer?



- ⇒ **Humor**
- ⇒ **Rehearsed Spontaneity**
- ⇒ **Verbal and Non-Verbal Skills**
- ⇒ **Comfort with the Crowd**
- ⇒ **Tell Stories**



What does it take to be a Presenter/Teacher?

Preparation!

Know / Develop Objectives

Know your Audience

Tailor Material to Allotted Time

Rehearse

Establish Personal Checklist



Participant Rapport

Arrive early and Greet Participants

Learn and Use Names

Eye Contact

Listen, Show your Vulnerability

Move into the Crowd

Touch People



Rehearsed

Spontaneity

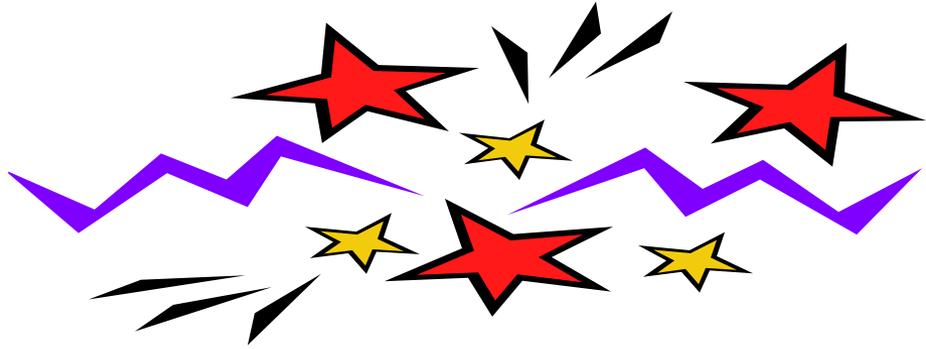
Humor



Creativity

Enthusiasm





Overcoming Fear!!!

Preparation

Anchor Self Confidence

Physical Exercise

Imagine the Worst

Practice, Practice, Practice

I CAN RECOUNT A STORY BY WRITING A STORY

SUMMARY

Title: Presentation Skills

Alan's Training Dictum

Name Game

Emotional Investment

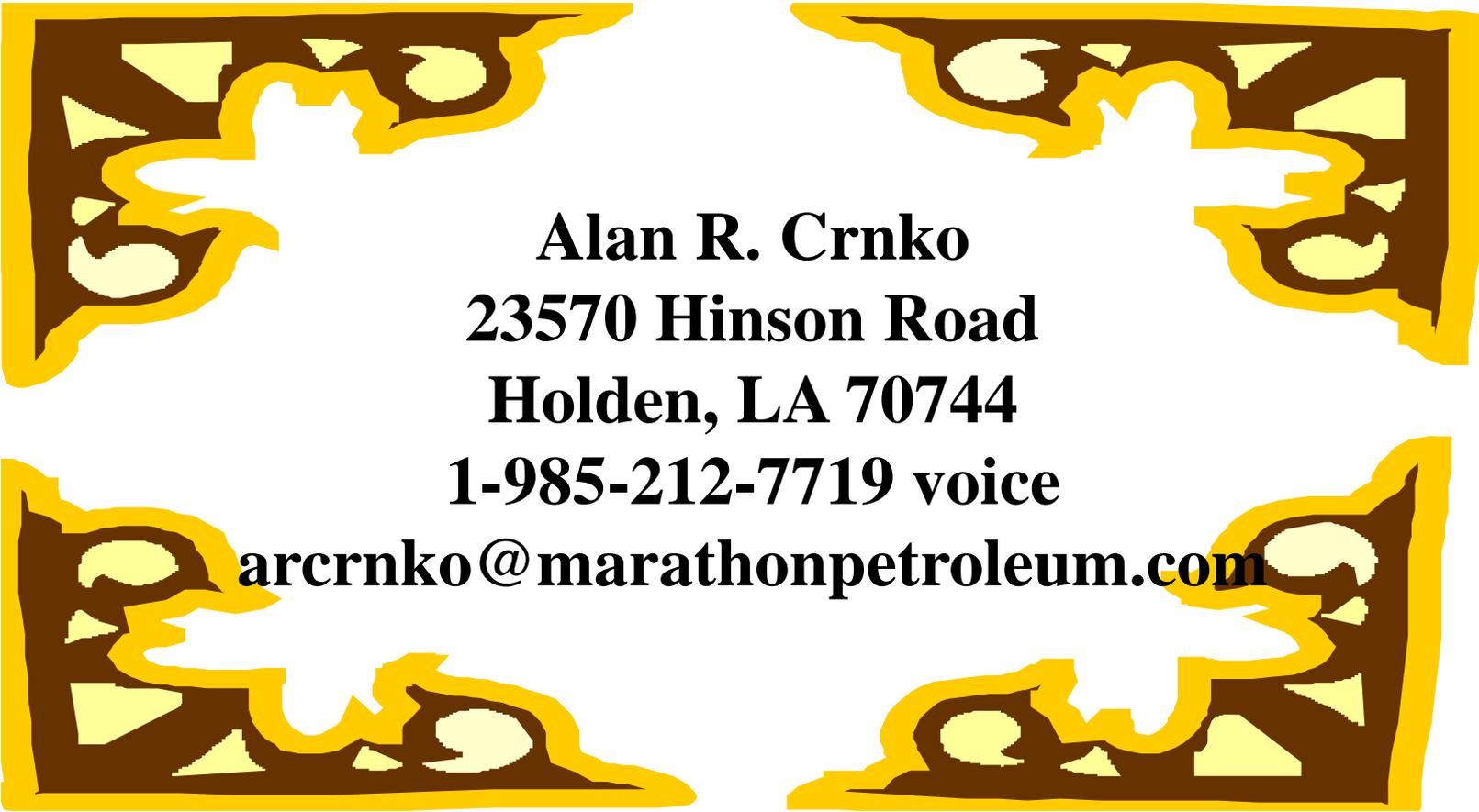
3 parts – Intro – Body - Summary

Teacher

Entertainer

Salesperson

Confidence

The slide features four decorative corner graphics, each in the shape of a stylized, interlocking geometric pattern. These graphics are rendered in a bright yellow color with a dark brown outline, framing the central text. The top-left and top-right graphics are positioned at the top corners, while the bottom-left and bottom-right graphics are at the bottom corners.

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