Powerful Presentations  
Making that 1st 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%
What do people remember about us?

What % ... what we say?

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

- a) 7%
First Impressions: 93% rule...

- Appearance & Body Language
- Tone, Pitch and Voice Pace
- What you say
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)