

Speaking and Networking for Success



Trish Springsteen
Multi International
Award Winner
Speaker
Mentor, Coach,
Author, Radio Host



What is stopping you right now?



Is it lack of -

- Skills
- Knowledge
- Expertise
- Confidence

My Story



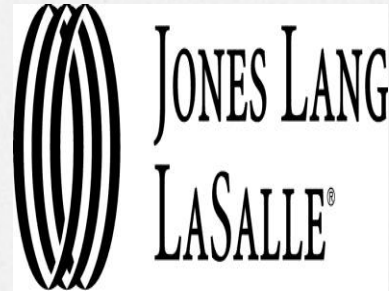
Trish has appeared on and in..

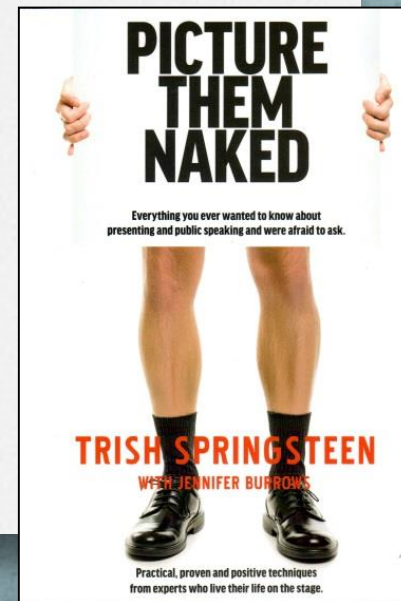
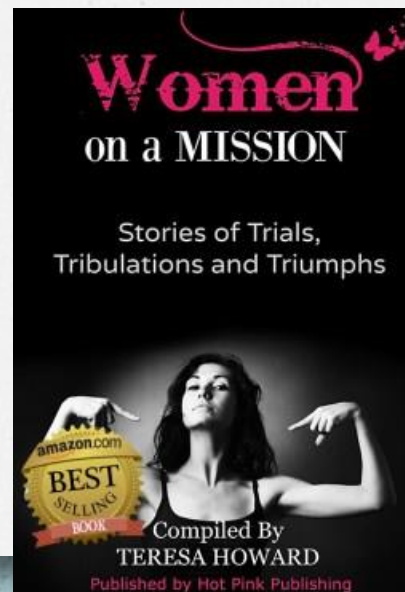
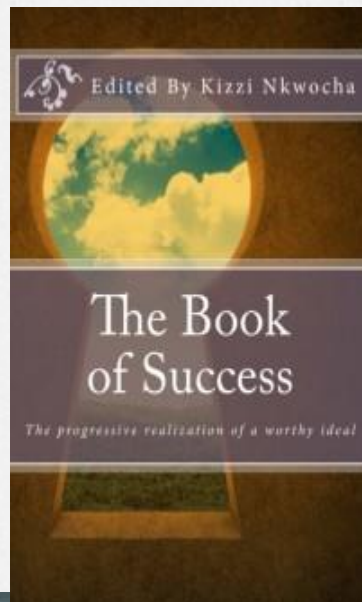
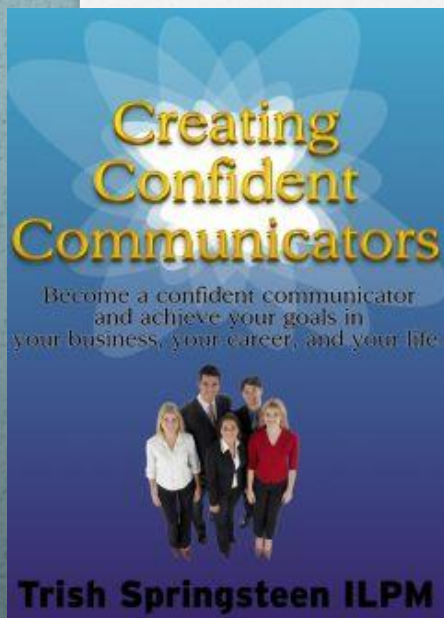
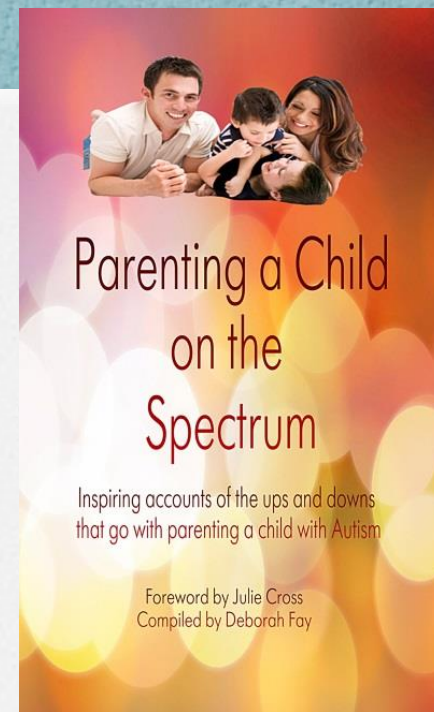
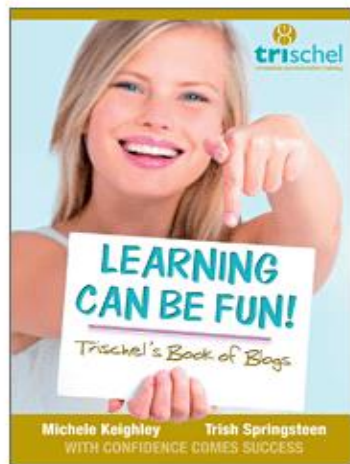
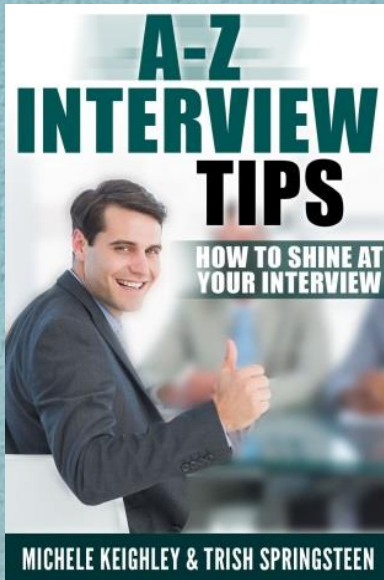


brisbanetimes.com.au



And worked with.....







Woman of the Year - Mentor or Coach of the Year

Gold Winner

Patricia Springsteen, Public Speaking Mentor Coach - Trischel (Morayfield, Queensland, Australia - 1 - 10 Employees - Industry: Education)



Trish Springsteen
Speaker Trainer Mentor Coach Author



AGENDA



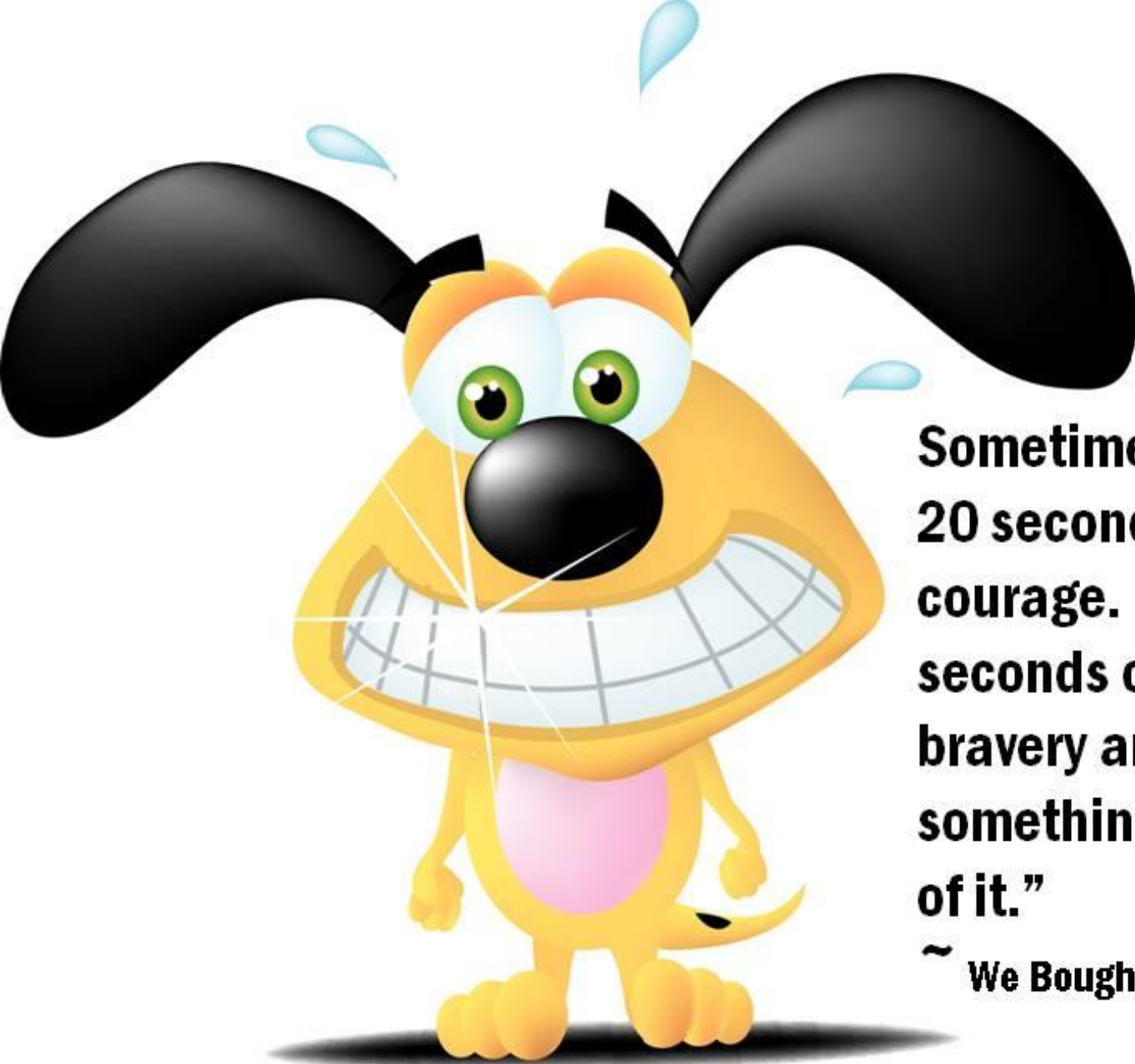
- Overcoming Performance Anxiety
- Power of Believing
- Secret Ingredient to Success
- Speaking Strategies
- Powerful Introductions
- Confident Conversations

What are the causes of Fear?

- Learned from past experience
- Seeing someone have a traumatic speaking experience
- Fear of the unknown
- Fear of what your peers will say
- Fear of what the audience/client will do
- Fear of what you will do

**MISSED
OPPORTUNITY**





Sometimes all you need is 20 seconds of insane courage. Just literally 20 seconds of embarrassing bravery and I promise you something great will come of it.”

~ We Bought A Zoo, Benjamin Mee

Strategies to Overcome Fear of Speaking

- Experience / Familiarisation
- Preparation / Practice
- Inner Self Talk
- Visualisation
- Breathing / Relaxation

EXPERIENCE/FAMILIARISATION

- Take every opportunity
- Take away the fear of the unknown
- Become familiar with speaking
- Build experience
- I WANT TO and I AM IN CONTROL

Are you listening to that little voice that says you can't do this?



A red octagonal stop sign with a white border. The word "STOP" is written in the center in white, bold, sans-serif capital letters.

STOP

Believe





**SUCCESS
STARTS HERE**





“The single biggest problem in communication is the illusion that it has taken place” –
George Bernard Shaw



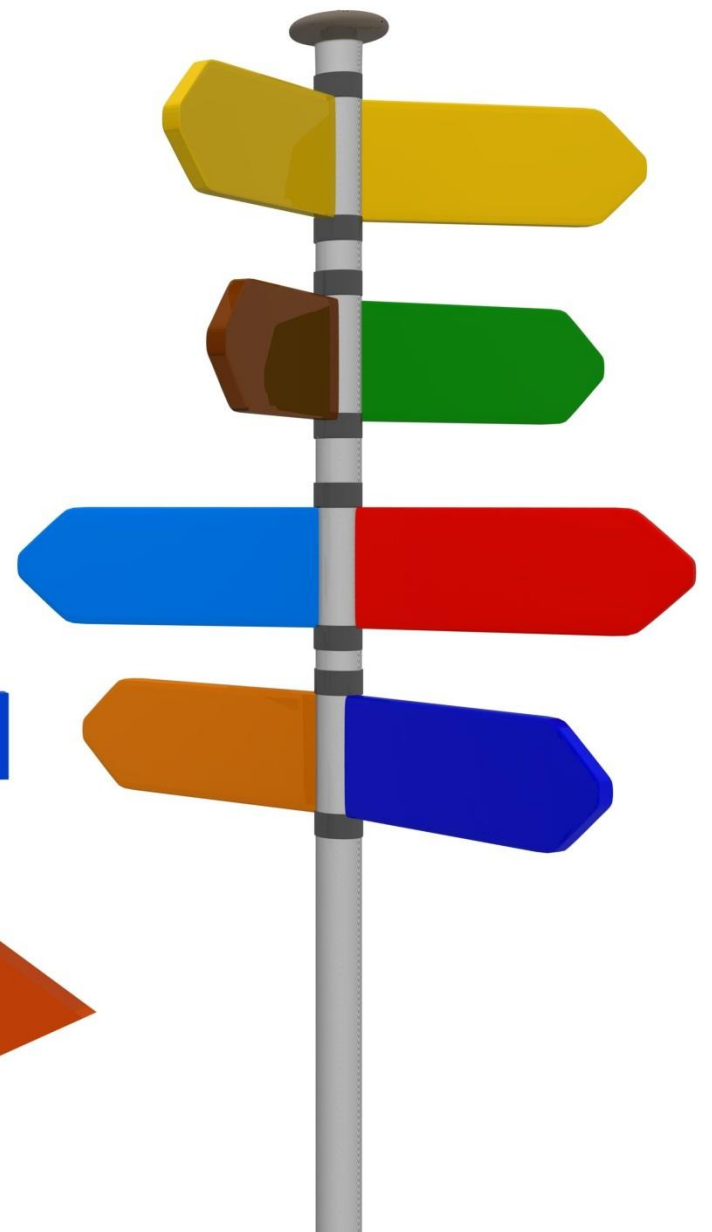
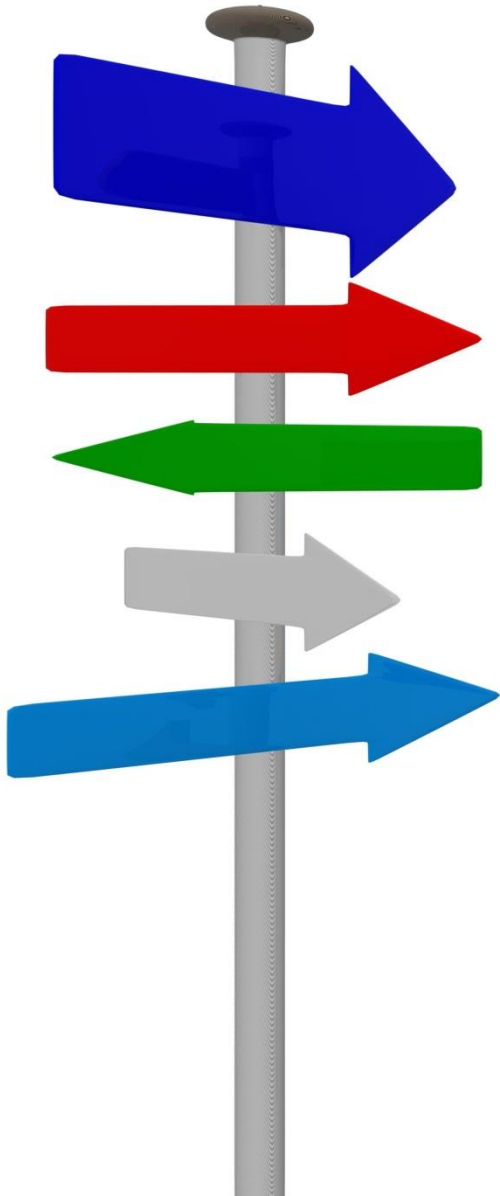


“Next time, don’t start the presentation by asking, ‘Can you tolerate ambiguity?!’”

Speaking Strategies



What is your
Purpose –
Where do
you want to
go?





“I have no idea what he said ... but he’s so darned cute.”

Winston's Wisdom!

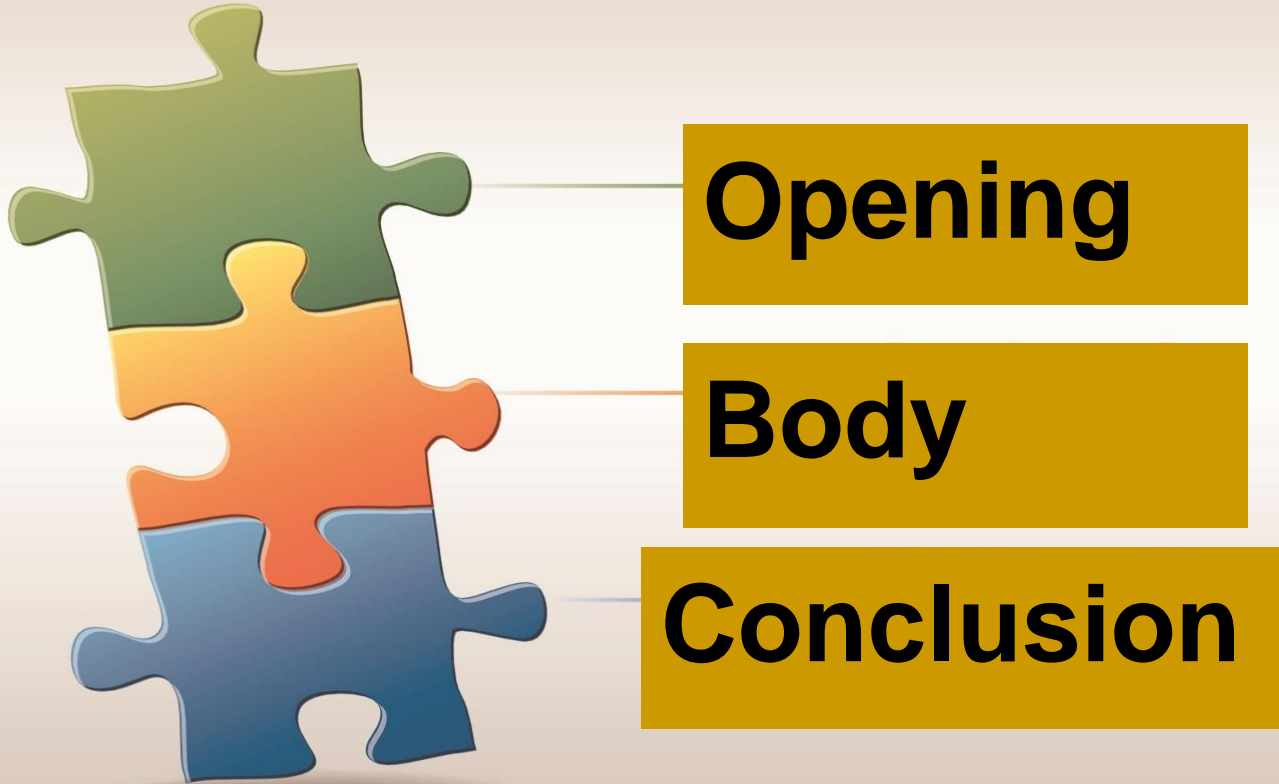
Tell 'em what you're gonna tell them!

Tell 'em!

Tell 'em what you just told 'em



The Basics of a Speech



**WORDS
HAVE
POWER**



Body Language And Gestures



Non – Verbal Communication





“The eyes are the window of the soul”
– English Proverb

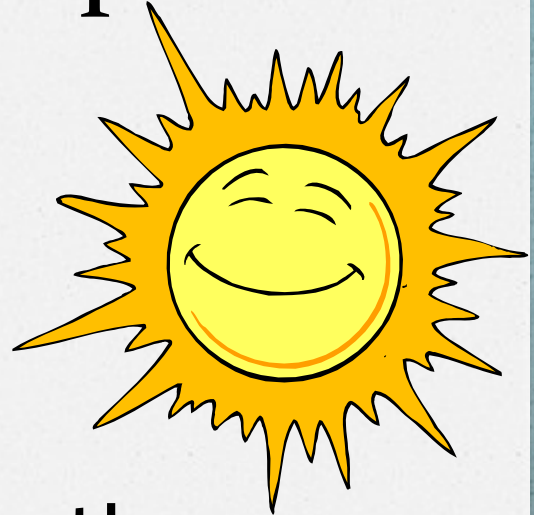




- Monitor Visual Feedback
- What's in it for them
- Connect with audience / client
- Allows them to see into your soul
- Individuals v small groups v large groups

The Face can help!

- Facial Expression
- Get out of Jail card is the **SMILE**





**The Power of The Voice
The Medium of the Message**

Qualities of a good speaking voice



- Pleasant
- Natural
- Dynamic
- Expressive
- Audible

Networking



How to Shine?

- Don't sell
- Share your passion for your cause
- Share the pain / problem
- Build relationships
- Quality connections
- Take the time to know others
- Body language and eye contact



**Make Your
Introduction:
Powerful
Concise
Memorable**



“People are attracted to stories because we’re social creatures and we relate to other people.”

Quesenberry - researcher at John Hopkins University

Your story should take your audience on a journey where they can see the transformation between the beginning and the end.



Mystique Belonging
Faith Instant-Gratification

Urgency Vice

Competitive

Fear

Trust

Lust

Power

Hope

Guilt

Prestige

Value

Pain

Alarm

Stories that tap into our emotions are the ones we enjoy hearing and the ones we remember

Be Interesting, Not Boring

- Tell the story for your audience, not for yourself
- Research to learn what real people are asking
- Consider **who, what, when, where, why, and how**
- Keep your audience's interests in mind while creating your story

Conversations
Matter



Stages of Conversation

- Starting
- Continuing
- Finishing

Starting

- Get attention - Smile and Hi
- Foundation – set the context – Why
- Topic – ask a question
 - Current situation – both relate to
 - The Other Person – ask - comment

Open v Closed Questions

- Closed
 - When? Where? Who? Which? Are? Do?
- Open -
 - Why? What? How? In what way?

Benefits Open Questions

- You talk less
- Interested in them
- More information

Continuing

- Listening
- Extra Information –
opens new paths



BE AN ACTIVE LISTENER

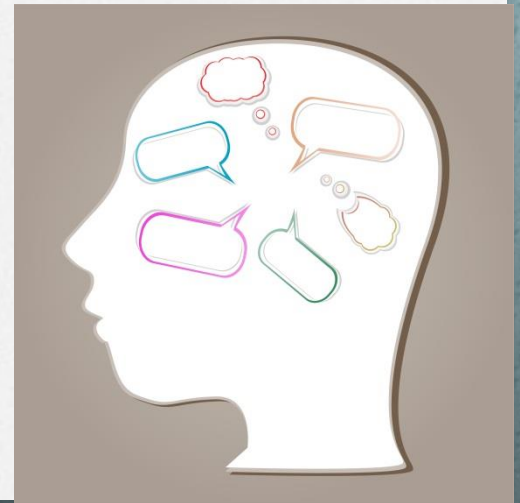


Conversation Patterns

- Speaking
- Switching
- Listening

Importance of Small Talk

- There is nothing small about small talk
- Significant to social interaction
- Starts discussion
- Use your life to create content
- Positive energy - buzz



The Sudden Silence

- Acknowledge the anxious feeling
- Not alone
- Be Aware
- Build on information
- Share some of You

Finish the Conversation

- Break the proximity bond
- Break eye contact
- Leave when others join the conversation
- Closing remarks

The 10 Commandments

The First Five

- Face the Speaker
- Look Interested
- Keep an Open Mind
- Listen to the words
- Do not interrupt

The 10 Commandments

The Second Five

- Don't talk to only one person in a group
- Don't engage in one-upping
- Don't overshare
- Be attentive to the non verbal cues
- If not sure whether to speak or listen -
LISTEN

Effective Communication

- Think Prepare
- Be precise with your message
- Check for ambiguity
- Check for understanding
- Choose the best medium
- Take ownership
- Know yourself
- Know your audience / client



THINK
before you
SPEAK!

A woman with dark hair pulled back, wearing a black blazer over a light blue shirt, is smiling and looking towards the camera. She is holding a black marker in her right hand, positioned as if she has just finished writing or is about to write. The background is a blurred office setting with windows. The text 'TRANSFORM YOUR THINKING' is written in a bold, black, hand-drawn font on a white surface.

**TRANSFORM
YOUR
THINKING**



**SPEAK
OUT!**



Please
Download
the
FREE Report



trischel
innovative communication training

Download Resources from Trischel website

<http://trischel.com.au/resources>

Tips for Controlling Nerves
Ten Tips for Public Speaking

Visit Blog Speaking and Communication Articles

<http://trishspringsteen.com/blog/>

Practical Tips for Effective Networking
5 Communication Mistakes



Q & A