

Start with personal experience of telling a humorous story and how no one laughed ... 😊

1. Tony Robbins – meaning of communication is the response you get ...
2. I am offering my world ... if my audience doesn't see it the way I'd like them to, I need to change myself to connect with them...
3. 56% is visual, 36% if sound, 8% is content ... my jaw hit the floor... And, I was focused on that 8% ... it's like do great in one quiz, but then forget about midterm and finals which actually carry 92% of my grade ... it's not just what I have to say, but even WAY MORE importantly how I say it.

So, let's connect.

Q: Where/how do you start?

A: Let's jump start the process using three specific ideas or techniques.

ONE: Develop message in your own words – have key points – bring a note card for each point if you'd like ... but, then develop it in your own words...

- What if you forget a few things? No big deal ... remember your audience didn't know what you were going to say anyways... Now, your school project might be a different story, your teacher might and probably will grade on your content, but let's not worry about that at toastmasters because right now this session, we are learning how to connect with the audience emotionally.
- What if you have a lot of facts? I use this simple rule... If I read them, I guide my audience to read with me, bring a copy of the paper for everyone in audience as well, guide them to read with you. That way, they have something to take with them as well. Or, use a visual ... put it on the screen and simply point to it ... take away from these facts still comes out in your own words
- Also, if it is difficult for you to compile and organize a lot of facts for a 5-7 min speech, guess what will happen to your audience? They will be overwhelmed. They will tune out, might get bored even. Keep it simple, let's not complicate our lives.

Recap point **ONE:** Developing a point in your own words...

TWO: Make an eye contact ... one on one eye contact ... long enough engagement, so you can feel how your message is received ...

If it is harder than you think, it probably is harder than you think ... trying to do two complex things – think about developing the idea and then also engaging eye contact with individuals for

meaningful one-on-exchanges ... good news is, they are easy to develop, simply by trying... brain has neuroplasticity and that is a tremendous asset that we all humans have.

How do you jump start this process ... think of starting your speech, and transition points ... at those times, think of engaging with specific people in the audience ... visualize yourself doing it, plan it and just do it ... when I start will look at Sid, at first transition point I will look at Rhea, at second transition I will look at Riya, at third transition I will look at Charmi, towards conclusion I will look at Sahil ...

Once you have a little bit of eye contact, flood gates will open – it will become easier. Human brain is such a beautiful thing. Just try, and it happens, piece of cake.

Just do it. At toastmasters we are enamored with that Nike Slogan, Just Do It.

Recap ... **ONE**: Develop points in your own words ... **TWO**: make one-on-one eye contact...

THIRD is vocal variety ...

- Projection
 - Pace
 - Pitch - we will practice Roger Love's techniques for this at our program...
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- Pause ... Plan pauses between your transition points ... as you practice more ... it will come to you ...
 - Dale Carnegie technique – stretch specific words ... Think of key words in your message - 5 of them – practice stretching them ... do it a few times at home ...

So, that is for the vocal variety ...

What are the three techniques: **ONE**: Develop points in your own words – **TWO**: make one-on-one eye contact, **THREE**: vocal variety ... stay in the flow ... hand gestures will come to you naturally ...

- Preparation split over number of days (at least two) – there is something magical about sleeping over your ideas ... what happens in your subconscious is so powerful ...
- Say the speech out loud once – in front of family – in front of mirror – with the way we are suggesting ... not reading, not memorizing ...

- get your speech recorded ... listen to it ... I know so many of you cringe at the fact that, the recording can stay around forever... it doesn't have to... record it, watch it and then delete it if you'd like.

Conclusion – relate to audience to tie it all together