

# AFP® Annual Conference



November 7-10, 2010 | San Antonio

ORIGINAL  
ESSENTIAL  
UNBIASED  
INFORMATION



 Presence™

Executive Presence Coaching Workshop  
Tuesday, November 9

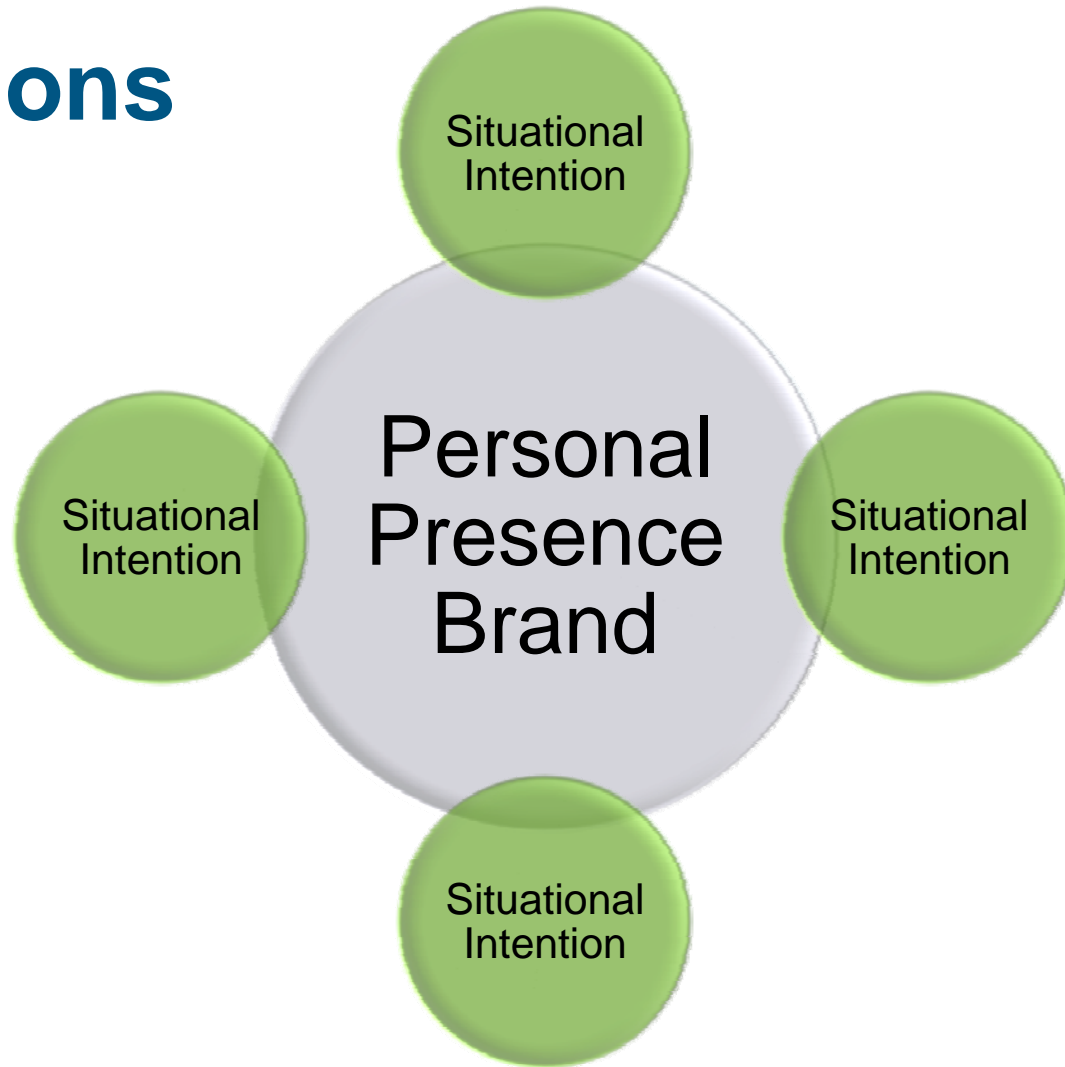
# I Presence™

•  
I Intentional

•  
•  
I Individual

•  
•  
•  
I Inspirational

# Intentions



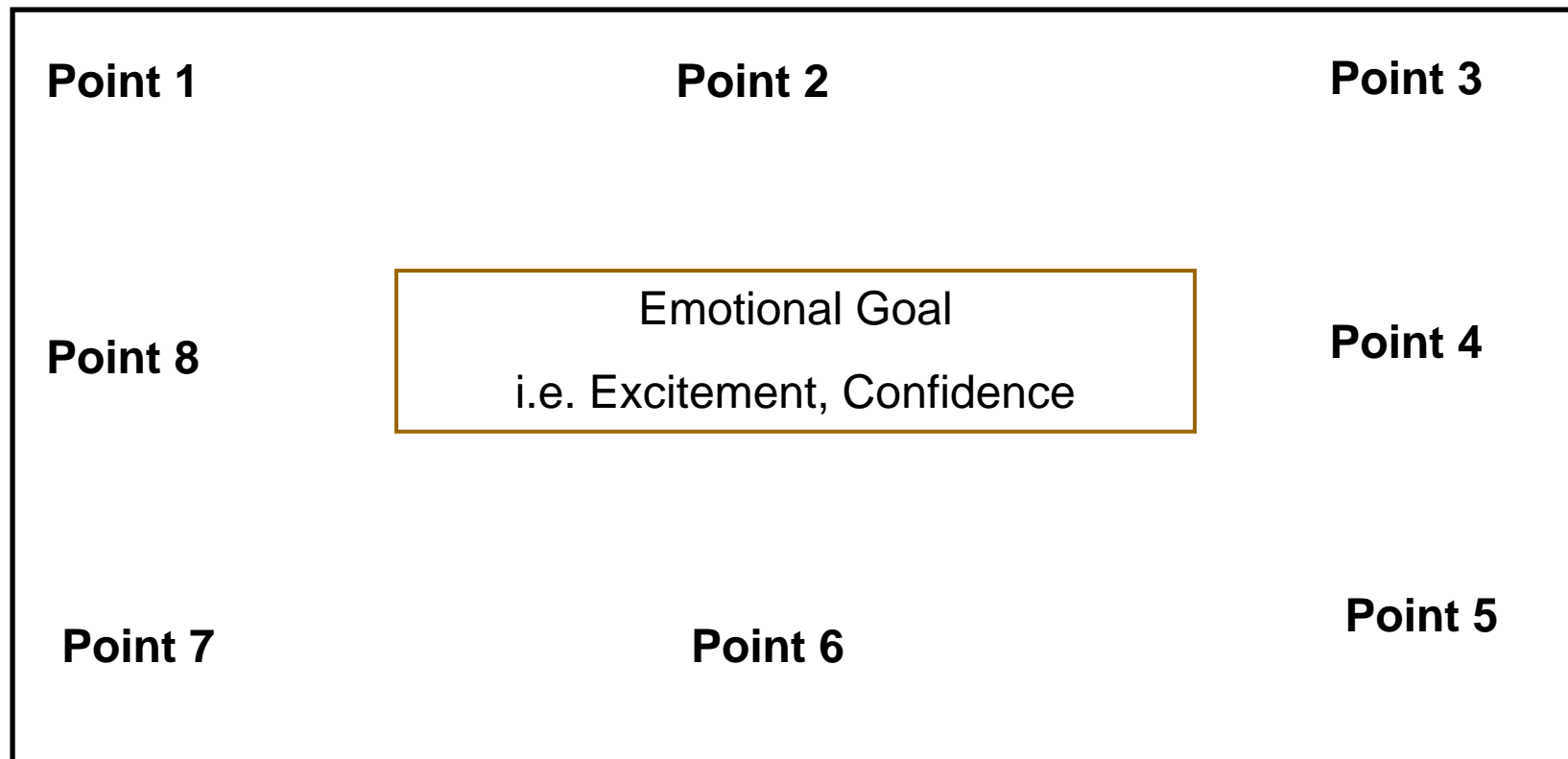
# In the moment

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- 1) What is your situational intention?
- 2) How do you want people to feel?
- 3) How do you need to show up as the messenger?

# Intentionality Frame

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# What gets in the way?

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Individual

*Building Connections.*

# Trust: The Ultimate Gatekeeper

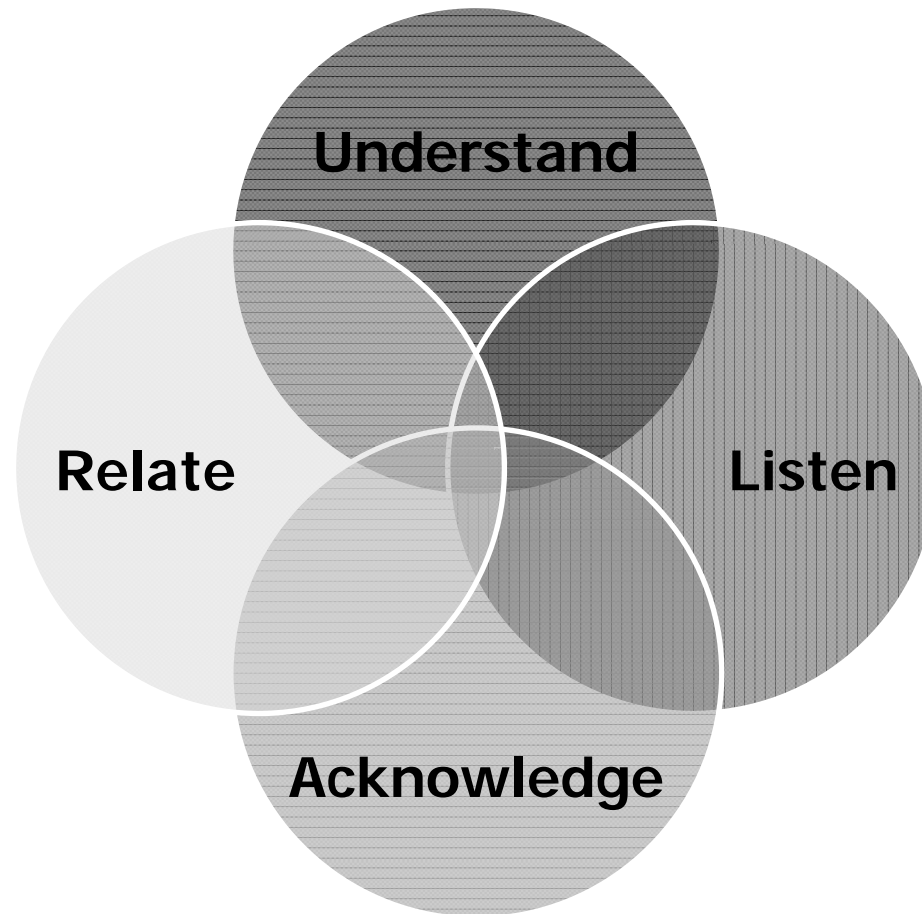
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# Virtuous Cycle of Empathy

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# Inspirational

- *Tools to Motivate.*

# Tools to Inspire

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# Declarations

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**I Will Do X.**

By putting it out there you create a new possibility.

## A good story...

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- » Has a clear moral or purpose
  - » Has a personal connection
  - » Includes common reference points
  - » Involves detailed characters and imagery
  - » Involves conflict, vulnerability, or achievement we can *relate* to
  - » Has pacing – a beginning, ending, and segue way back to the topic
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# Your declaration

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“

I will do \_\_\_\_\_.

”

# More information

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