Executive Presence Coaching Workshop
Tuesday, November 9
IPresence™

Intentional

Individual

Inspirational

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Intentions

Personal Presence Brand

Situational Intention

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Situational Intention

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In the moment

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

Point 1  Point 2  Point 3

Point 8  Emotional Goal  Point 4
i.e. Excitement, Confidence

Point 7  Point 6  Point 5
What gets in the way?
Building Connections.
Trust: The Ultimate Gatekeeper
Virtuous Cycle of Empathy

Understand
Relate
Listen
Acknowledge
• Tools to Motivate.
Tools to Inspire

**Strategy**
- Intention
- Remember WIIFM
- Practice out loud
- Pre-game ritual

**Body Language**
- Posture
- Movement/gestures
- Facial expressions
- Eye contact

**Language**
- Direct speech
- Declarations
- Stories

**Voice**
- Speed/intensity
- Pausing
- Strength
Declarations

I Will Do X.

By putting it out there you create a new possibility.
A good story…

» 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
Your declaration

I will do ___________.

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More information

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