

Present Like a Pro: From Sales Call to Stage

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~~20~~ 19 Tips for Delivering a Great Speech

Paraphrased from *Jeffery Gitomer's Little Green Book of Getting Your Way: How to Speak, Write, Present, Persuade, Influence and Sell Your Point of View To Others*

• Speak clearly
• Don't fidget
• Don't fumble
• Don't "um", "ah" or "er"
• Be animated
• Use lots of hand gestures
• Use a wide range of vocal variety
• Whisper some important stuff like it's a secret
• Stand up (sit up) straight
• Look them in the eye
• Take some risks
• Stay within the range of your audience's personality
• Say your words with conviction
• Select the right words
• Emphasize important words
• Use your entire body
• Nod yes
• Smile
• Relax
• Prepare... Practice... Present