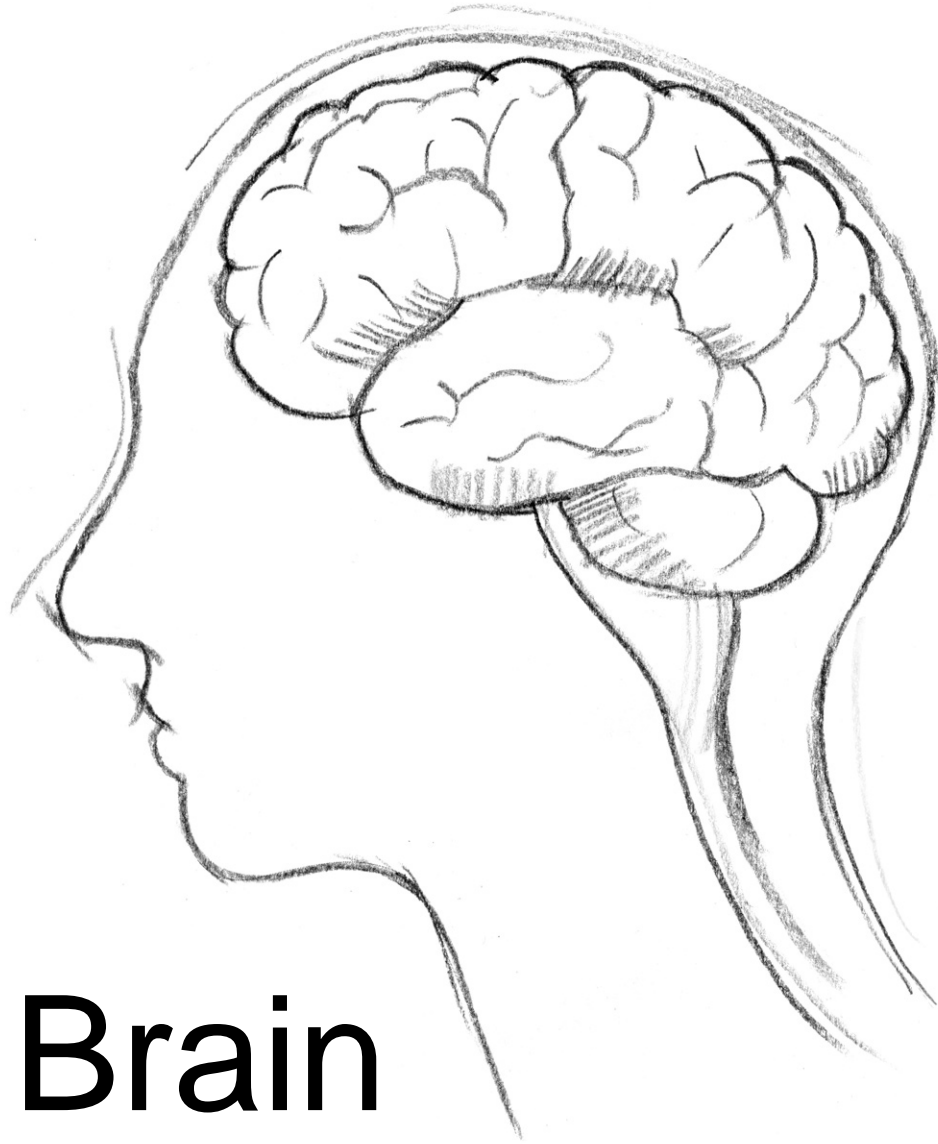


Jump Start  
Your Leadership  
Presence

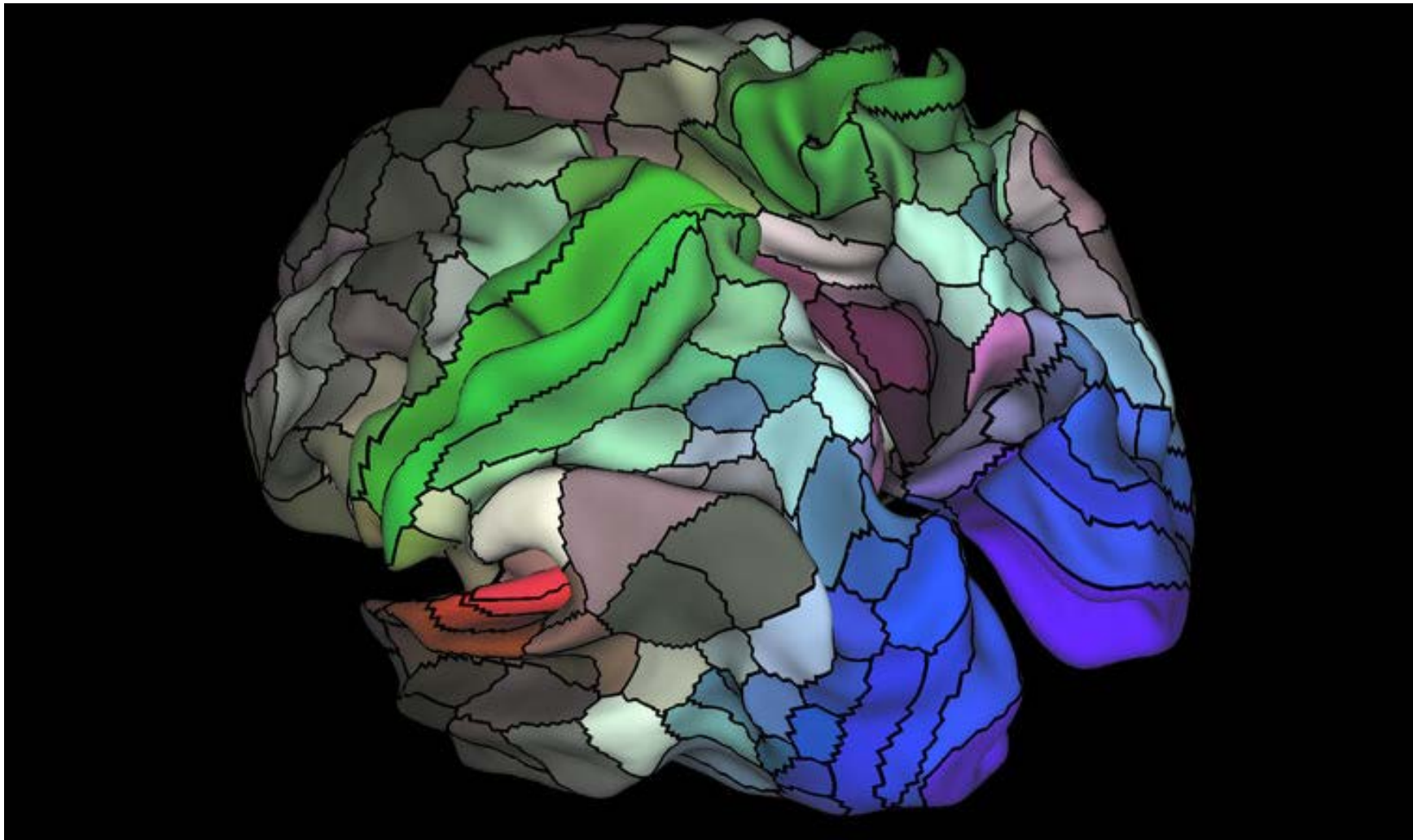
Think fast.

Speak well.

Be ready.



**Your Brain**



Adrenaline creates  
a two minute  
*time warp.*

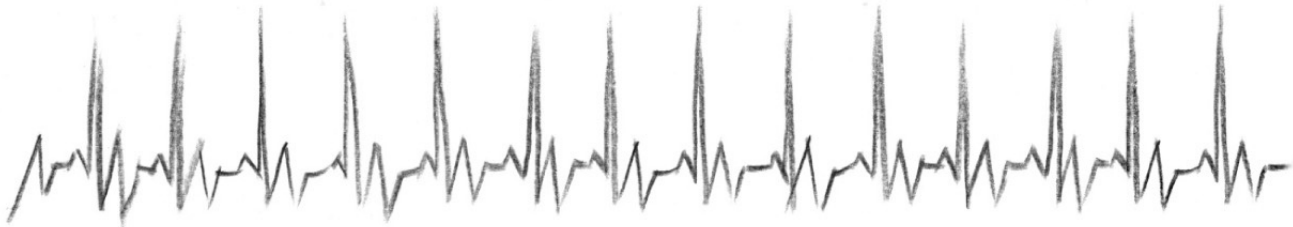
Resting heartbeat



Seconds



Adrenaline rush



Seconds



Our brains  
need information  
broken into chunks.

Speak in phrases;  
think in silence.

Structure ideas  
with a road map.



Structure your  
road map with  
horizontal notes.



### 1) Problem

- 
- 
- 
- 

### 2) Solutions

- 
- 
- 
- 
- 

### 3) Recommendations

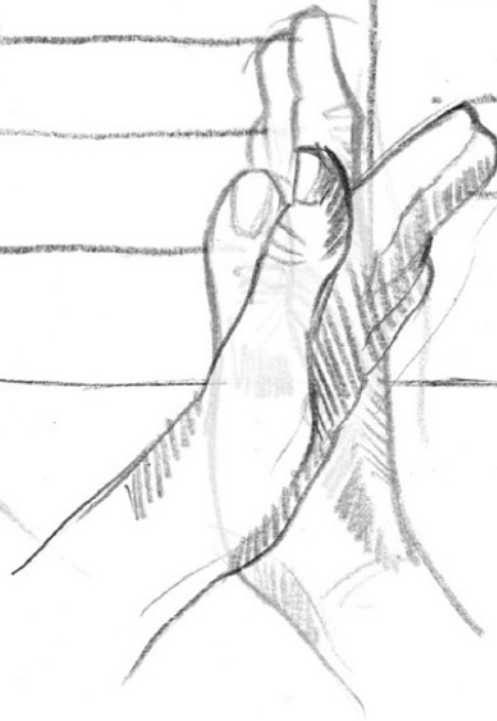
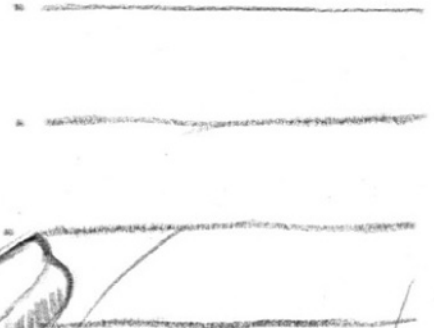
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- 
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-



1) Problem

2) Solutions

3) Recommendations



Say the structure  
before the details:

*I've got two reasons...*

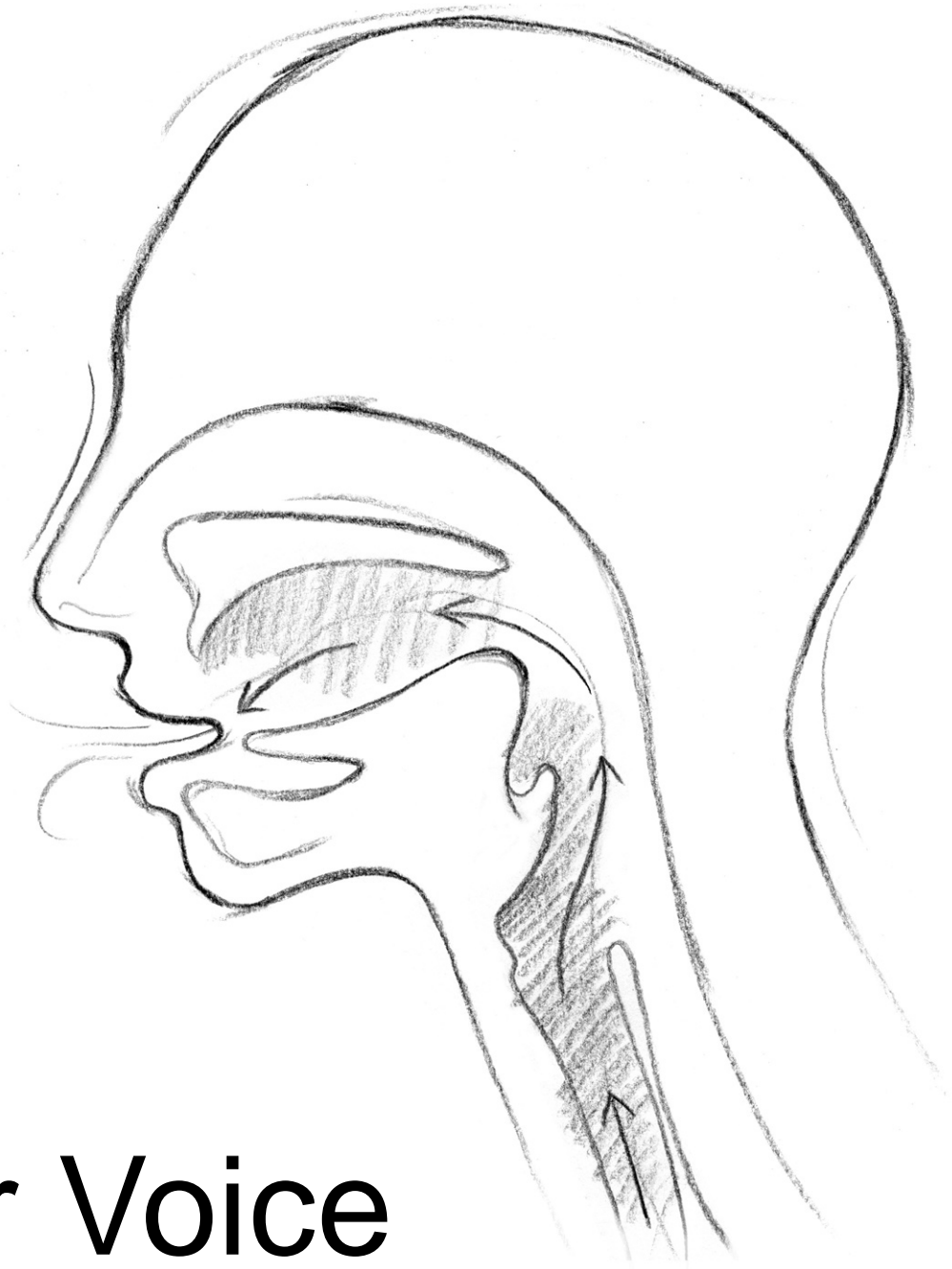
*Consider three options...*

*I found four problems...*

Short on time?

Conclusion – first.

Explanation -  
second.



**Your Voice**

I pledge allegiance... to the flag...

So that's the rhythm... I can use...

of the United States of America.

to control the pace of my answers.

# Hostile questions or colleagues?

- Inhale to think.
- Change up the pace.
- Change up the volume.
- Change up the attitude.



Emphasis adds meaning:

In *every* phrase  
at least *one* word  
deserves *emphasis*.

# Audible Punctuating



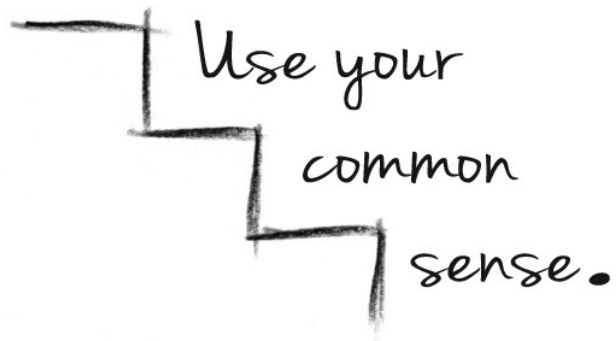
Period



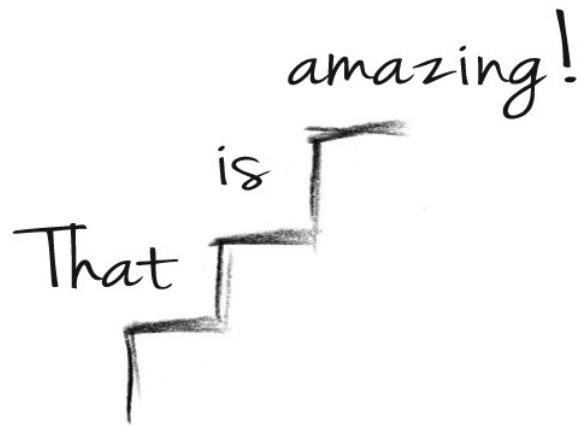
Exclamation



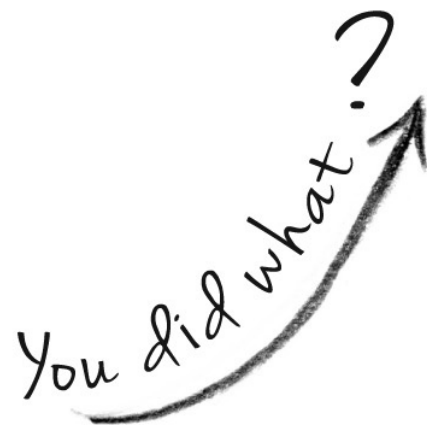
Question



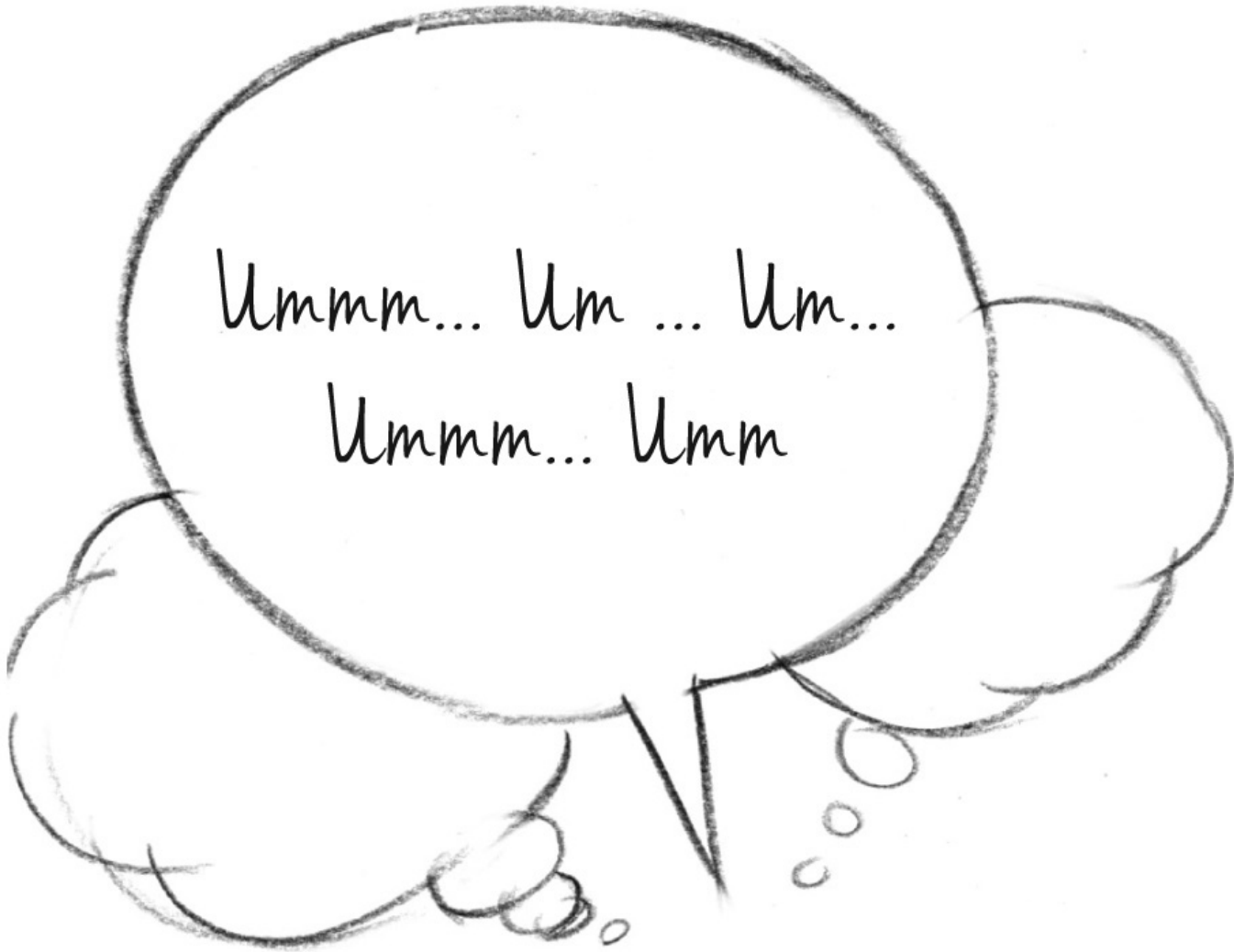
Use your  
common  
sense.



That is  
amazing!



You did what.?



Ummm... Um ... Um...  
Ummm... Umm

You sound confident when  
you:

- Speak in phrases.
- Emphasize *key* words.
- End sentences conclusively.

# Your Body



Channel that buzz.

Don't calm down,

*power up.*



# Amy Cuddy's Power Pose Prep:

“Holding a single expansive pose *can make significant, measurable differences* in the hormones related to confidence and anxiety.”

Good hormones *increase 20%*

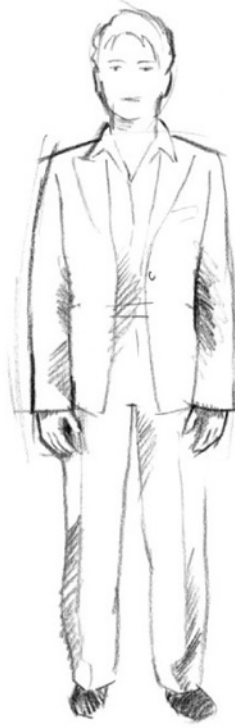
Bad hormones *decrease 25%*



Ready



Release



Relax



Release/Relax

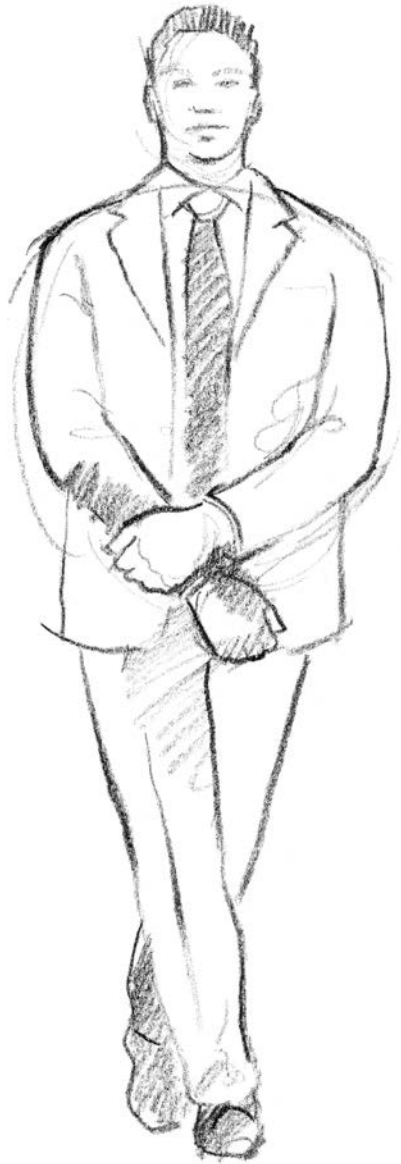


Relax/Release

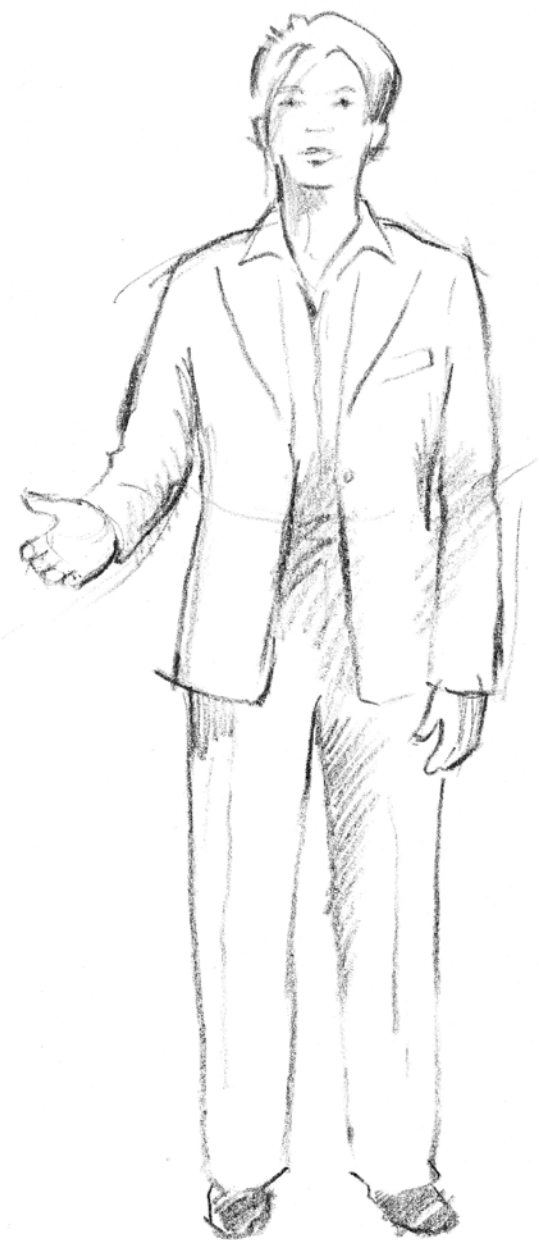
#3



#2



#1



#5





# Justice Sonia Sotomayor

April 2, 2014 GW Law

<http://www.c-span.org/video/?c4510561/justice-sotomayor>



# Practice



Share your observations  
with us at:

[brian@briankjohnson.com](mailto:brian@briankjohnson.com)