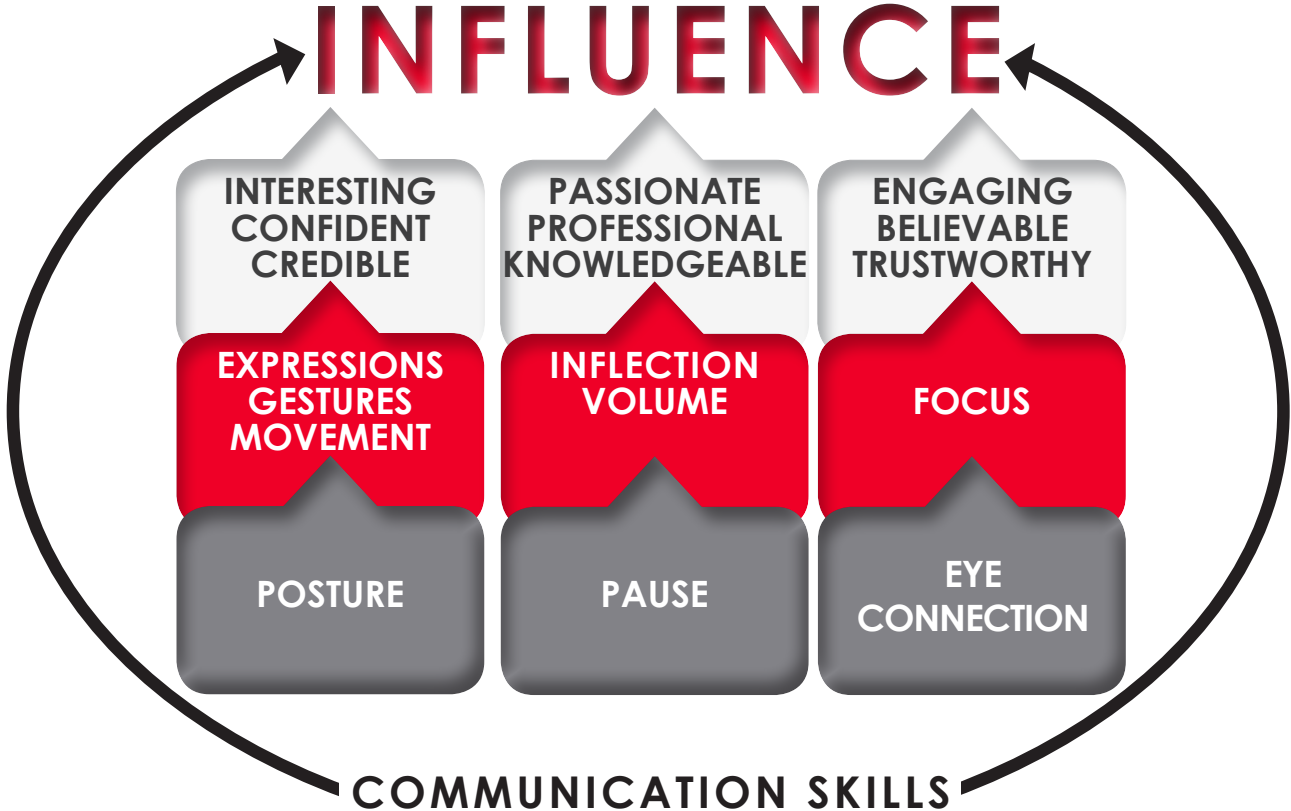


COMMUNICATING WITH INFLUENCE MONDAY TO MONDAY®



© 2022 Stacey Hanke Inc.

www.StaceyHankelnc.com

INFLUENCE REDEFINED

Be the Leader You Were Meant to Be, Monday to Monday®

A quick reference guide designed to maximize your influence skills Monday-to-Monday®.



Influence Skills

1. Stance = Confidence

Stay open, sit up straight and avoid fidgeting.

2. Movement = Engagement & Connection

Avoid pacing and keep your eyes connected with whom you're speaking to.

3. Gestures = Interest & Credibility

Expand your gestures from your sides to create visuals around your words. Relax your arms at your sides after a gesture.

4. Pause = Knowledge

Give yourself permission to pause, b-r-e-a-t-h-e and to gather your thoughts. Speak in bullet point sentences.

5. Vocal Projection and Variety = Confidence

Speak to be heard! Follow the 1 to 10 volume scale.

6. Eye Connection = Trust

Stay focused on one person at a time for a full sentence or thought. Only speak when you see eyes!

Content

1. Listener Analysis

Research your listeners before designing your content.

2. Objective

Clearly state your perspective, action step and listener benefits in 45 seconds or less.

3. Rule of Three

Communicate in a clear and concise message and get your listeners to take action with three key points or less.

4. S.P.A.R.K.™ Your Listener's Attention

Use stories, pictures, analogies, references, quotes and keep them laughing through out your message.

5. Visual Support

Less is more! Design visuals that will support your message with pictures and charts.

6. Visual Aids

Pause and avoid talking to your visuals.

STACEY HANKE INC
communicate with influence

© 2022 Stacey Hanke Inc.

Stacey Hanke

Founder, Communication Expert & Keynote Speaker

P 773.209.5970

stacey@STACEYHANKEINC.com

www.STACEYHANKEINC.com

 @STACEYHANKEINC