

Power Up Your Communication: Vocal Power and Body Language Intelligence for Professionals - with Kathy McAfee, America's Marketing Motivator

“Our attitudes and emotions are continually revealed on our faces and we are completely unaware of it most of the time.” – Allan Pease, *The Definitive Book of Body Language*

Competence

Confidence

Credibility



Awareness – awareness of your body language and vocal usage and what you're unconsciously signaling to others with your voice and movements. Your ability to accurately read other people's body language and observe their behavior.

Control – learning to comfortably control your own body language and voice to ensure that it is aligned and congruent with your message and intentions.

Influence – leveraging your body language and vocal power to more effectively and positively influence others in professional and personal situations.

Photo credit: Leo Reynolds www.flickr.com

Download a free workbook on vocal power and body language at: <http://motivatedspeaker.com/seminars/vocal-power-body-language/> or call Kathy McAfee at (860) 408-0033

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Neuro Linguistic Programming NLP Communication Model

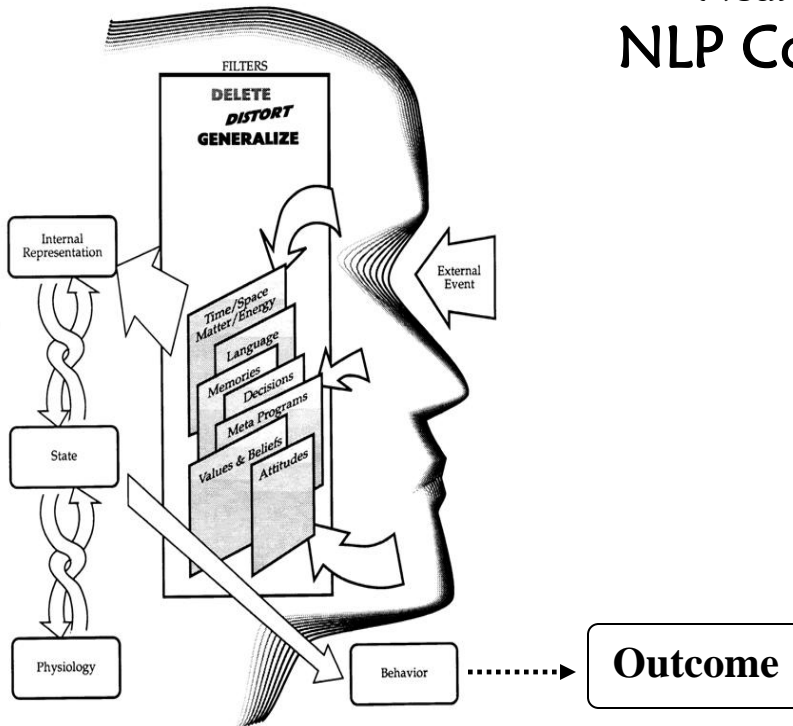


Image courtesy of Mark Shepard, Certified Trainer of NLP www.ModernJedi.com

7% - 38% - 55% Rule UCLA Professor Albert Mehrabian

- Verbal
- Vocal
- Visual



Reading Body Language

- Clusters
- Context
- Congruency
- When in doubt, ask for clarification.

Beware of UpSpeak

- Statement: Word → Word → Word
(all words spoken with same emphasis)
- Question: Word → Word ↗ Word
(last word ends on higher pitch note creating UpSpeak intonation)
- Command: Word → Word ↘ Word
(last word spoken with lower tone of authority)

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