

# Present Like A Pro

Taking Adler to the World  
*(Prepared-Clear-Memorable)*

ONSAP

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# A Doctor in Central Illinois

## Transformation

# TODAY

See One

Do One

Teach One



# Elements of Change

1

I feel  
listened to

2

I feel you are  
interested in me

3

I feel you have  
helped me focus

4

I feel  
encouraged

# YOUR EXPERIENCE

Recent Presenter

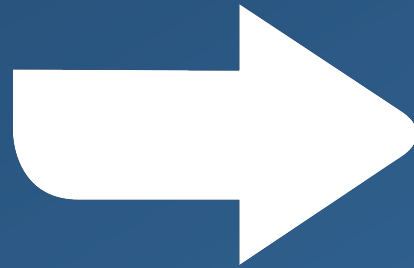
You as Presenter

For Today....

I've got  
something  
for you!



# The Sales Proposition



# The Presenter Preposition





**When called to  
present...**

**Do You Ever...**

**Feel Ambivalent?**

# 3 APPROACHES

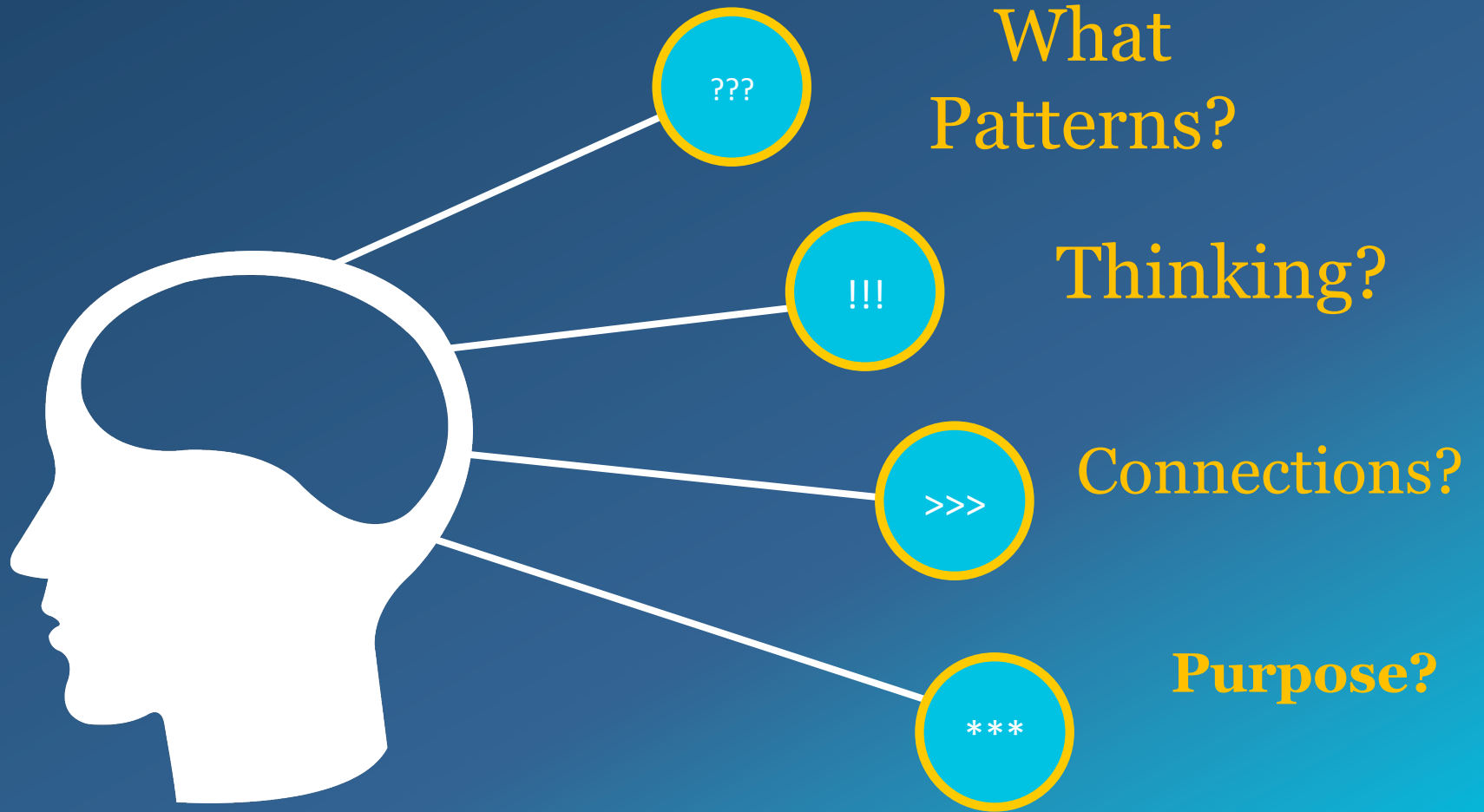
To Do List

Stop Doing List

The To Be List

Notice the Patterns She Uses





# First Rule of Solutions with Others

## Nora Dunn

“Your job is not to please the audience...  
your job is **to engage** the audience...”

Clarity  
**3 things**

Interest  
**engagement**

Support  
**encouragement**

Challenge  
**leave with?**

# A Psychology Party



Connect

Capable

Count

Courage

Connect  
**I belong**

Capable  
**I can do it**

Count  
**I Contribute**

Confidence &  
Courage  
**Next Step**

**Not Connected**

**Not Capable**

**Didn't Count**

**Discouraged**

# Misbehavior is a Coping Strategy



**It is not the problem...  
The problem is not  
feeling connected,  
capable, feeling like  
they count...  
becoming discouraged.**

# **PRESENTER SKILLS FOR CONTENT EXPERTS**

**AWARENESS**

**CONFIDENCE**

**CONNECTION**

“Leaders are  
not born...  
they are  
cornered.”

*-Winston Churchill*



**Your Inner GPS**

“Find out who  
you are...  
then do it on  
purpose.”

*-Dolly Parton*





**Do you remember this?**  
**A Special Wedding Song...**

# His Best Advice

**Maurice White to Alee Willis**

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