

# IGNITE YOUR PRESENCE

Mastering the Art of Commanding the Room or the Zoom!

 **ISA**  
**FALL SUMMIT**

**THE CHANNEL'S BEST**  
PROFESSIONAL DEVELOPMENT EVENT



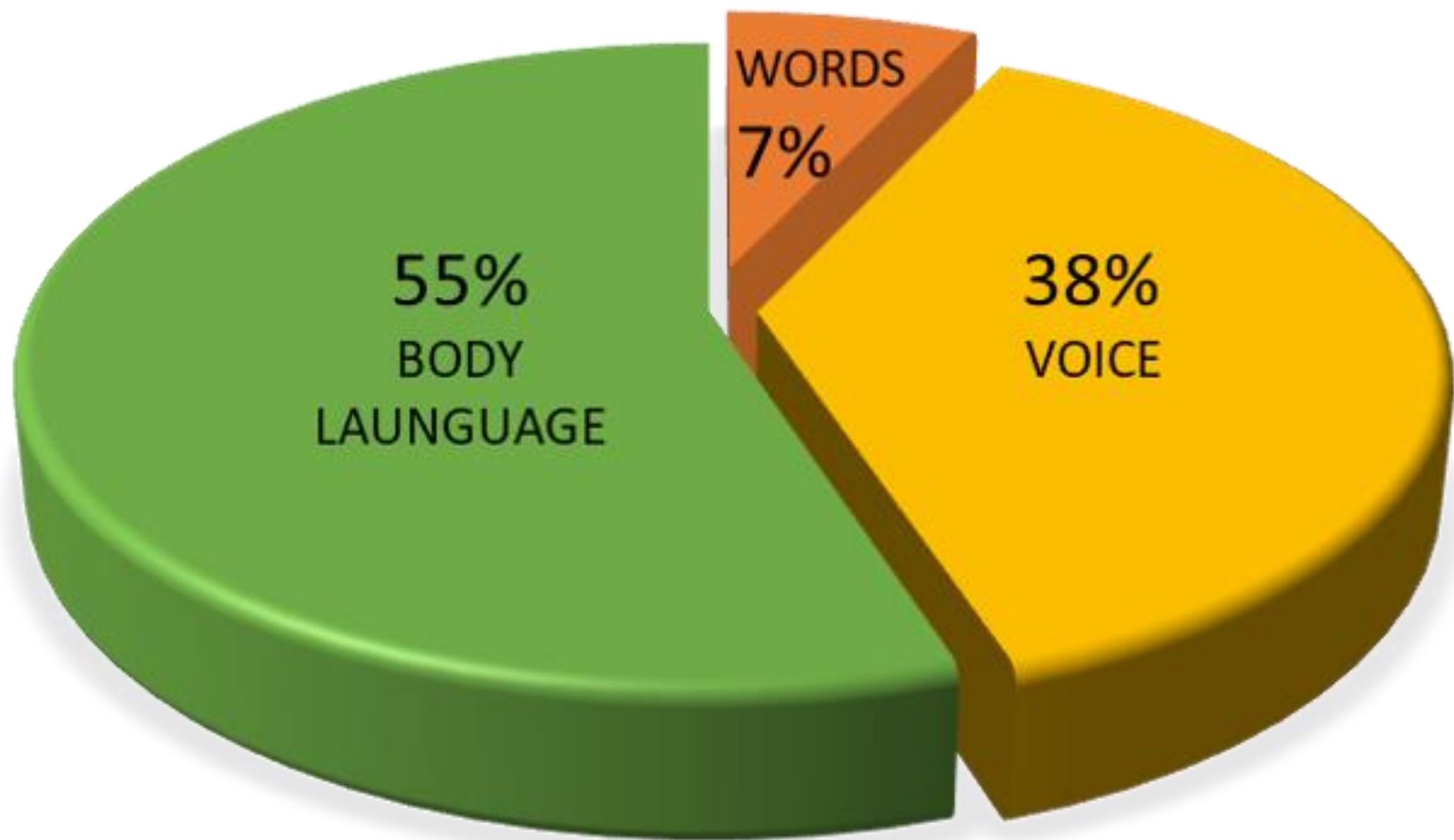


**STOP**

# Confidence

# Preparation

# Engagement





**UH**

**LIKE**

**UM**

**KIND OF**

**SO**

**OH**

**RIGHT**

**AH**

**OKAY**

**I MEAN**

**YOU KNOW**



**STOP**

## PREPARATION

What do you want them to know?

What do you want them to do?

How do you want them to feel?





**“influence  
IS THE COMPASS  
persuasion  
IS THE MAP”**

TELL  
STORIES

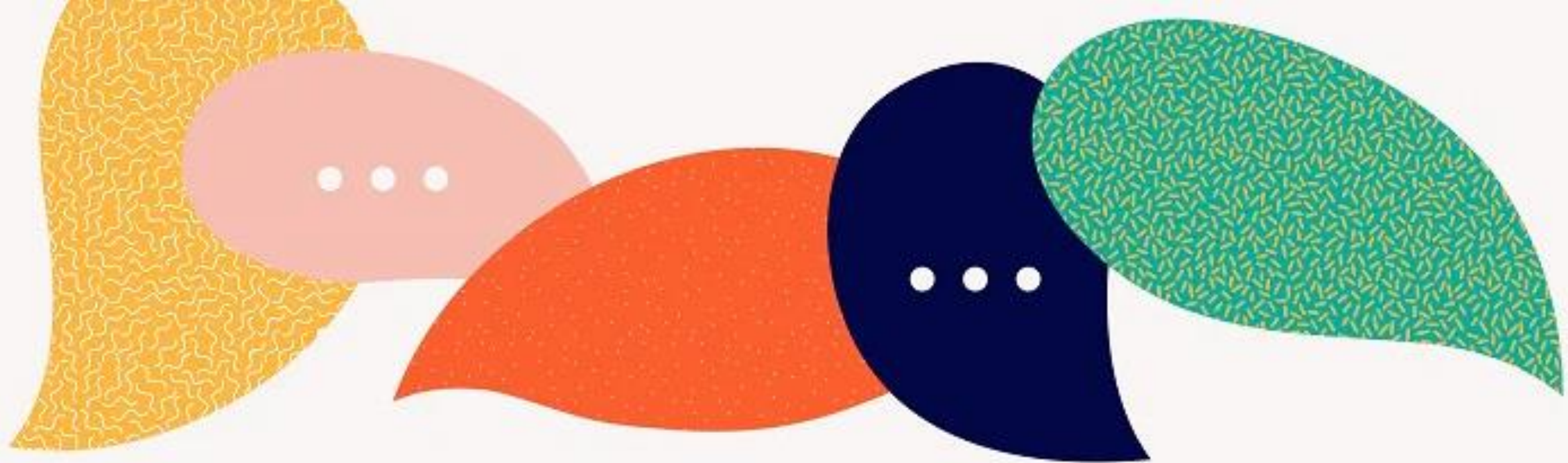




**STOP**

# Tell GOOD Stories

- Around Two Minutes
- Classic Structure
- Be a Star



# Be You!

- Launch into your story
- Rehearse
- Tell the truth!



**Kerri Garbis**  
**Ovation Communication**  
**GetOvation.com**