



# LEADERSHIP PRESENCE

**ASK YOURSELF:**

- How do you think others perceive you?
- How do you want to be perceived?

## POISE

- You must *ACT* and *PROJECT* how you would like to be perceived.
- Look the part. Your wardrobe must project future goals.
- Create impression you are comfortable with surroundings.

## GOOD FIRST IMPRESSION

- Most people form an opinion within 3 seconds
- These first judgements can be difficult to change or alter.

**3 PARTS TO GOOD  
FIRST IMPRESSION**

The Handshake  
Introducing Yourself  
Moving into Conversation

## COMMUNICATION

- 38% Voice
- 55% Body Language
- 7% Content (your words)
  
- People might forget the words you say, but they will never forget how you made them feel. (Maya Angelou)

## INTRODUCTIONS

- Tell people who you are
- Your grade and group representing
- Briefly list activities, clubs, or hobbies
- Take note of body language
- Speak clearly and at a nice pace

## CONVERSATION STARTERS

Focus on commonalities:

- Common Events - chamber meeting, Ozttoberfest, etc.
- Business Interests
- Sports
- Hobbies