

Speaker:
Chris Davidson, UK

"The freedom of life on the Edge - Measuring Your Progress in Creating a Successful Speaking Business" 06.09.08

Your plan for your action:

You need to be thinking about the emotional states

PUT it ON

Get the little batches for the emotional states

And talk to the others!

Ask Chris to get a "High Flying Harry" batch

Change in mindset

TALENT

What's in your tank?

"jump" from "Confident Charlie" -> High Flying Harry

5 Emotional States

- 1 Whistling William: He is not good equipped to handle a new challenge - the biggest opportunity in his entire career
- 2 Techie Tim: Difference to William; He spend a lot of money
- 3 Confident Charlie: He is equipped to handle the new situation
- 4 Petrified Peter
- 5 High Flying Harry

How does one relate to the other?

4 Business areas

- 1 Performance: On stage; Score: %
- 2 Product: You sell
- 3 Marketing: Bring to market
- 4 Operations: How it works

To evaluate the score number, go to www.professionalspeakers.com



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