

The 7 Components of Connection

TICK SHEET Date: _____ Topic/Mtg: _____ Evaluation of: _____
SEE OTHER SIDE FOR DETAILS ON THE SEVEN COMPONENTS OF CONNECTION BEST PRACTICES.

1. Eye Communication 3 – 5 seconds	<input type="checkbox"/> Too little <input type="checkbox"/> Just right <input type="checkbox"/> Too much
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2. Posture Appearance of confidence.	
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3. Movement Nervous pacing versus practiced stillness with purposeful movement.	
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4. Gestures More and bigger gestures are better.	<input type="checkbox"/> Too few <input type="checkbox"/> Just right <input type="checkbox"/> Too many
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5. Smile Including all nods and facial communication.	<input type="checkbox"/> Too little <input type="checkbox"/> Just right <input type="checkbox"/> Too much
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6. VOICE	
a. Volume (Loud)	<input type="checkbox"/> Too low <input type="checkbox"/> Just right <input type="checkbox"/> Too loud
b. Pitch Low with variation. No "up talking" or "fry".	<input type="checkbox"/> Monotone <input type="checkbox"/> Good variation <input type="checkbox"/> Problems with "up talking" or "fry"
c. Pace (Slow)	<input type="checkbox"/> Too slow <input type="checkbox"/> Just right <input type="checkbox"/> Too fast

7. Pauses More pauses are better.	<input type="checkbox"/> Too few <input type="checkbox"/> Just right <input type="checkbox"/> Too many (unlikely)	Record/count speaking noises:
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"2 by 2" Exercise	
Two Things You Liked	
Two Growth Areas	

The 7 Components of Connection

Guide to Seven Key Areas of Connection Best Practices:

1. Eye Communication

Eye communication is one of the first and most crucial connections that you have with your audience. When people are unsure or uncomfortable, they often break eye contact or refuse to even initiate it. People who see themselves as high value and self-assured maintain strong eye contact throughout their communications. Things to think about: Who are you focusing your eye contact on? Are you exclusively looking at the decision-maker, or are you being all-inclusive? Include everyone, not just focusing on one decision-maker. This approach supports your whole team.

2. Posture

Just start becoming aware of your habits when you sit or when you stand – ideally, you will have a powerful stance. Do you swivel in your chair, lean back or do other habits that are distracting or take away your energy? Whether sitting or standing, project a perception of balance.

3. Movement

Movement refers to your legs. Standing still is a powerful position. Purposeful movement creates great energy. Ideally, take three steps with intention to get to a different space. When you move, make sure that it does not look frenetic, as if you are burning off nervous energy.

4. Gestures

Gestures in this context refer to arms and hands. What is your normal gesture position? Aim to eliminate distracting gestures, such as playing with your ring, fiddling with your drink, tapping your pen, etc. Ideally, increasing the size and frequency of gestures boosts your audience engagement.

5. Smile

Smile includes all facial expressions. This promotes connection and likability. It includes your grin, head nods as well as your eyebrows. These elements demonstrate connection and warmth toward people in the room. Use your smile not just when you were speaking but also to support other members of your team when they are giving their presentations. Withholding your smile undermines your strength and effectiveness.

6. Voice

Voice includes volume, pitch and pace. Becoming more aware and using variations on these three voice tools adds interest and keeps your audience engaged. Beware of a lack of projection, “vocal fry” and “up talking.” Good posture and strong eye communication reinforce voice effectiveness. If you tend to speak in a high pitch or do “up talking,” holding a very heavy book can mitigate the problem.

7. Pauses

Pausing can transform your impact. As you embrace this concept and understand that you have infinitely more time than you think, a world of opportunities will open up. Apart from adding drama, pausing helps your audience follow and understand you more effectively. The use of pauses gives you more time to formulate what you want to say. In addition, developing comfort with pauses helps avoid speaking noises (i.e., ‘uhm,’ ‘ya know,’ ‘like’). When trying to eliminate speaking noises, a good strategy is to take a large inhale when you feel yourself wanting to use one of the dreaded speaking noises.

SEE OTHER SIDE FOR "TICK SHEET" TO EVALUATE CONNECTION BEST PRACTICES.