

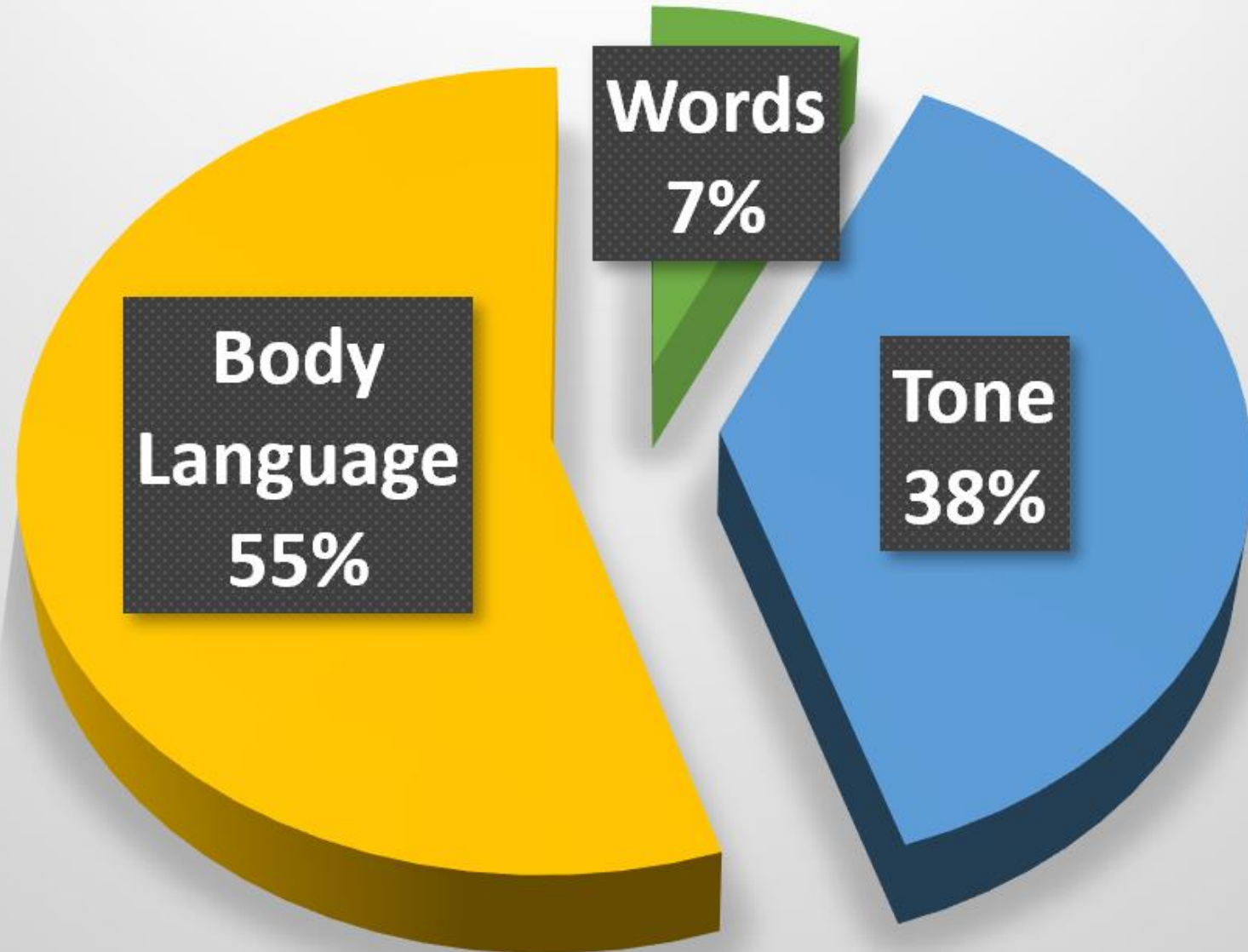
The Unseen Language of Leadership

5 Body Language Tips You Need To Know To Sell!



Alexanne Stone

Elements of Communication



Why Body Language?

Connection
Congruency
Communication



TRUST

Everything is just fine!

People believe what they see...not what they hear!



Leadership is about **COMMUNICATION**



FACT

You're being evaluated on:

- Credibility
- Confidence
- Likeability
- Trustworthiness

IN THE FIRST 7 SECONDS!

Tip #1

Invitational Hands



Tip #2

Look & Listen!



The Upper Hand





Awkward Handshakes

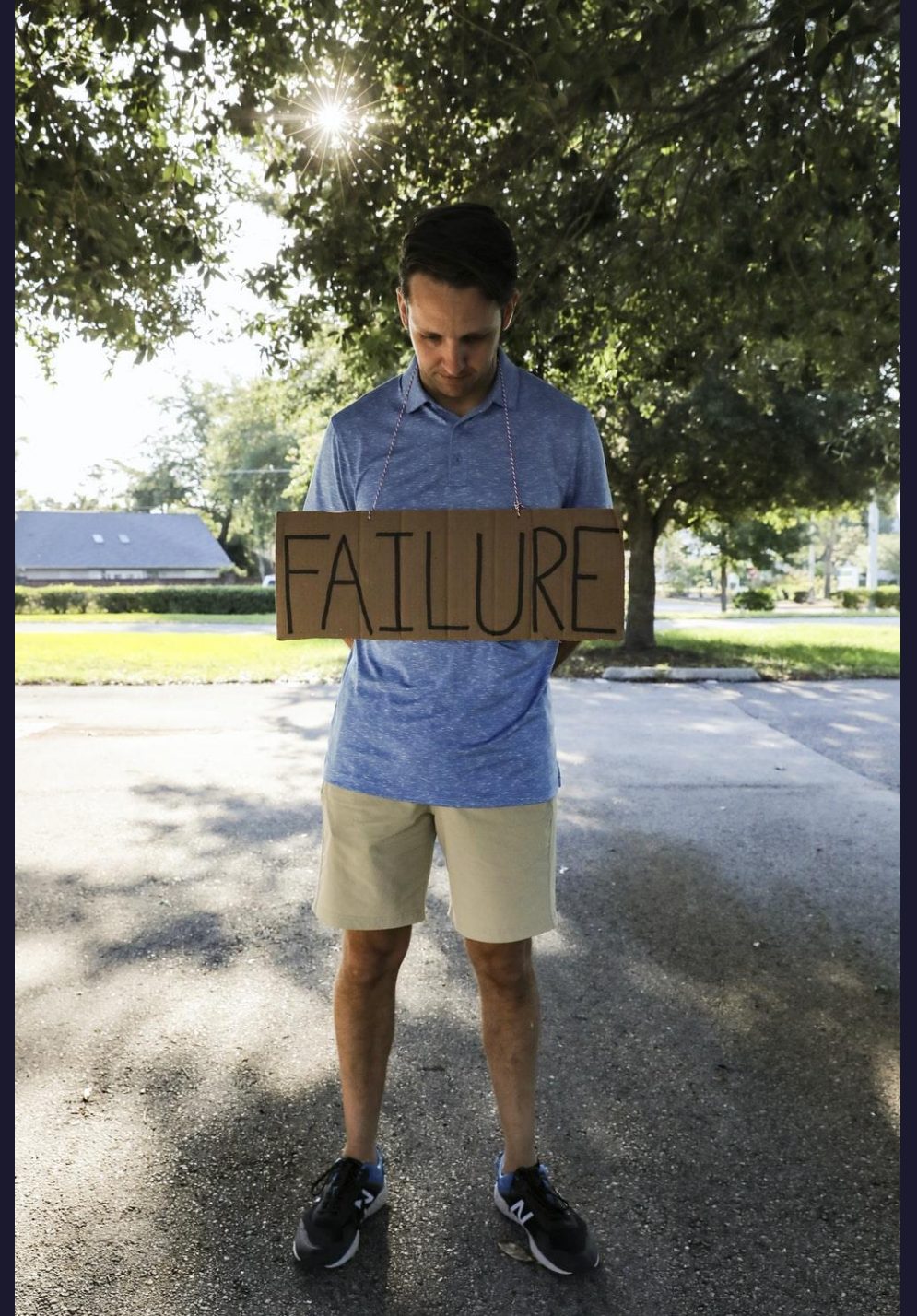




Tip #3

No
Mindreading!

Shame



Blocking



The Head Tilt



Mouth Block





Hand Gestures

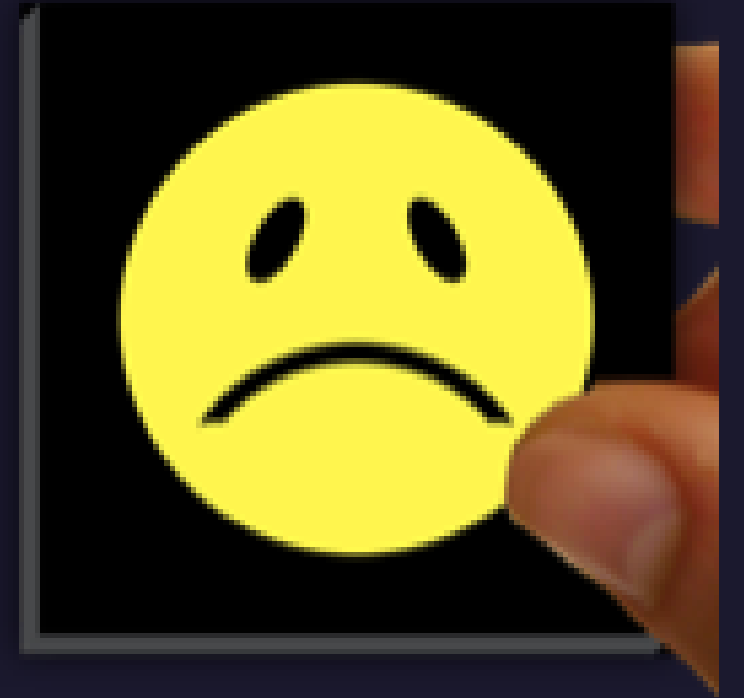


**What
About
These
Gestures?**

Eyebrow Raises



Tip #4



Change your physiology...

Change your thoughts...

Transform your life...



Tip #5

Learn Your Own
Body Language
First!

Q&A



**WHAT'S
YOUR
TAKEAWAY?**



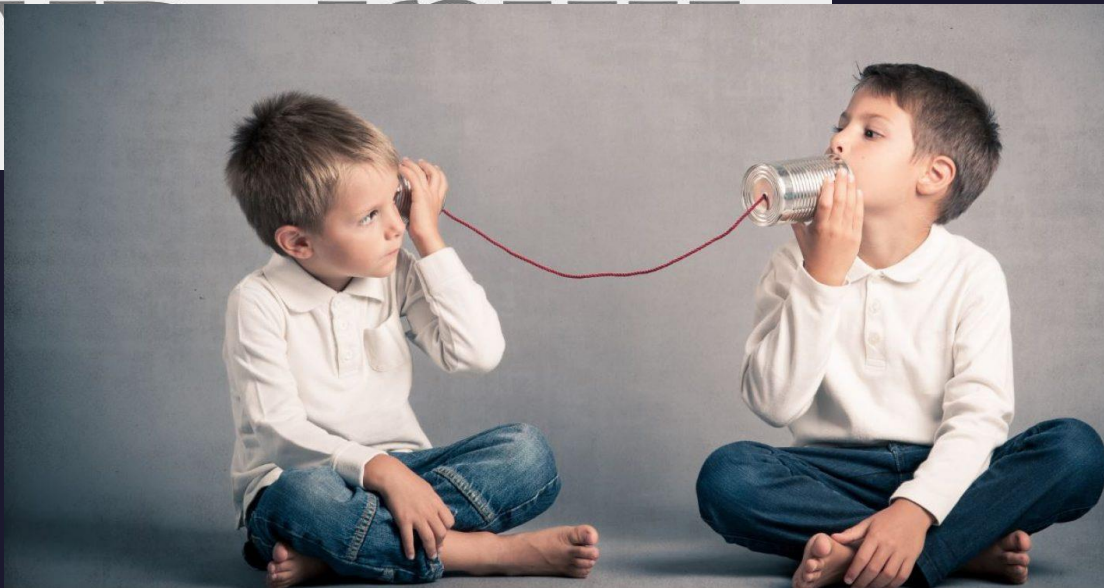


How to work with
Alexanne



LEADERSHIP

Where are you on the
Leadership - Communication
- Body Language Scale?



CommunicationProQuiz.com



Alexanne Stone

Sharing My Passion Through Speaking

AlexanneStone.com