

So to Speak...

"Put Your Passion Where Your Mouth Is!"

Fall/Winter 2008

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CHANGE YOUR VOICE, CHANGE YOUR LIFE!

FREE 20 Minute Consultation EXTENDED!!

Robyn Hatcher's Speakeasy offers free 20 minute consultations .

If interested email:

Info@RobynhatcherSpeakeasy.com

We'll meet for coffee in Manhattan or chat on the phone and discuss your needs. I will give you feedback on where you are now and how working together will help you "put your passion where your mouth is."

Quick Links...

RobynHatcherSpeakeasy.com

[Vocal Workout CD](#)

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About Us



Robyn Hatcher's Speakeasy is a presentation and communication skills consultation company that provides one on one coaching, corporate training and keynote

Dear Robyn,

We all just witnessed one of the most remarkable **presidential campaigns** in history. I'm sure you recognized how important individual **presentation style** was to its outcome. Maybe you're not interested in running for president, but with the **economy** as it is, it's important for you to bring your "A" game to whatever it is you do.

As a business executive, entrepreneur, or employee wanting to avoid a pink slip, you can **maximize your effectiveness** and your potential by improving your presentation style. Hopefully, some of the tips in this Newsletter will help. And of course, if you want "change you can believe in"... I'm always available for one-one-one coaching.

Robyn

presentations for professionals who wish to Express to Impress.

Ms. Hatcher uses her years of experience as a professional actress, writer and teacher to create and shape the content of the presentation and the voice and body language of the presenter.

If you're the least bit passionate about what you do, Robyn will help you "put your passion where your mouth is.™"

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DON'T BE TONE DEAF!



Have you ever carefully planned to have a non threatening conversation with someone, only to have the person act as though you'd slapped them across the face?

Sometimes you can say all the right words but use a tone that pushes all the wrong buttons.

Tone is communicated through pitch, rhythm, vocal quality and that intangible... attitude. Here are some tips to help make your communication pitch perfect.

Problem: Putting heavy and equal stress on the first syllable of each word. This can make your listener feel as though they are being lectured to and can make you sound condescending and/or angry.

Fix: Vary your pitch, stress and rhythm. Decide on your focus words (words in your sentences that you feel are the most important) and stress only those words. Stress can be expressed by making the word louder, softer, higher/lower pitched, elongated or preceded by a pause.

Problem: Speaking very slowly and deliberately with equal emphasis on each word. You may think you're making yourself clear but this can have a similar effect as problem #1. It can make the listener feel you are talking down to them and think they are intellectually inferior.

Fix: Same as above.

Problem: Speaking in a high pitched voice; primarily using your upper register. This gives listeners the feeling of being scolded. Remember Hillary's "mom voice" effect?

Fix: Higher pitched voices rely mostly on their throat muscles to produce sound. This communicates tension. Work on your breathing for more relaxed sounds and learn to strengthen your diaphragm muscles so that you can engage more of your chest resonators.

Problem: Speaking through your nose. Nasality in the voice can cause your listener to feel you're whining or complaining even when you're not.

Fix: Same fix as above.

Problem: Making all sentences sound like questions. This pattern can result in listeners feeling you are unsure of or insecure about what you are saying. They may take what you're saying less seriously as a result.

Fix: Raise your pitch at the end of actual questions but lower your pitch at the end of declarative sentences and statements.

Important: Check your attitude. If you're using all the right words, do a decent job of adjusting your tone, but harbor negative feelings toward your listener, it's often difficult to hide. If that's the case, it might be time to have an "authentic" conversation where you can express your true feelings. If done right, "authentic" conversations can be an extremely effective relationship builder.

AFRAID TO SPEAK UP?



*Do you want to make an impact on others?
Do you want to have your opinions count?*

Do you want successful relationships?

Then recognize your fears and learn to speak up!

For some people, that's easier said than done. I'm a prime example. For almost 12 years of my life, my nickname was "Shy." I was afraid to speak up or to talk to anyone besides my immediate family. I eventually overcame my fears and now my passion is helping others overcome theirs. By looking at and tackling some of the fears around speaking up, we can begin to develop honest and empowered communication.

"We all need to learn to dance in rhythm to the beat of our own soul," writes Kelly Bryson in his book, *Don't Be Nice, Be Real: Balancing Passion for Self with Compassion for Others*.

Let's look at some of the fears that keep us from dancing to our own rhythm:

Fear of being rejected. Any time you speak what's on your mind, you become vulnerable. Communications skills, like those taught in Non-Violent Communication (NVC) or Powerful Non-Defensive Communication (PNDC), teach how to combine vulnerability with strength and compassion for powerful connections. I use some of these methods in my Speakeasy training.

Fear of hurting feelings. Many of us grow up believing that it is better to take care of other's feelings, even at the expense of our own. As Bryson points out, being Mr. or Mrs. Nice Guy or Gal is actually a form of violence to yourself and others, and keeps us from a fully lived life. Related to this fear is the

belief that we are so powerful that what we say has the capability of totally destroying another person.

Fear of "rocking the boat," or upsetting the status quo. The writer Muriel Rukeyser spoke to this fear in her memorable quote: "What would happen if one woman told the truth about her life? The world would split open." *Think about it. Would it really?* Maybe it's time to say what you think.

Fear that you have nothing worth saying. Years of poor self-image can lead to this. In my one on one coaching, I will help you to discover what makes your soul dance and find ways to help you express it clearly and powerfully.

Fear of sparking a conflict. You may have learned to keep quiet or be invisible to avoid confrontation. But constant suppression of powerful feelings can lead to frustration and possibly aggressive or abusive behavior. As Rollo May writes in his book, *Power and Innocence*, "powerlessness is the precursor to violence."

It's important to distinguish between being assertive and being aggressive. Aggression trespasses on another's boundaries without regard for feelings. Assertiveness, on the other hand, communicates feelings, thoughts and needs clearly and directly. Aggressiveness implies "I'm important, you're not"; whereas assertiveness implies "We're both equally important"

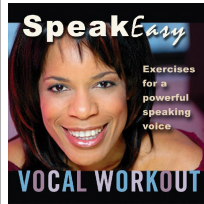
Learning to speak up may take time. Don't rush it. Some tips to help:

- Keep a communication journal where you write down conversations that you've had during the day. If you don't like the way they turned out, rewrite and practice them the way you would have liked them to go.
- Join an assertiveness support group.
- Take an acting or dance class.
- Sign up for a Speakeasy class or private coaching.

By learning to speak up, you will develop more effective relationships, genuine intimacy and, more than anything, an increased feeling of self-respect and empowerment.

Speakeasy Presentations offers affordable coaching packages and custom designed workshops.

CHANGE YOUR VOICE, CHANGE YOUR LIFE!



38% of your message's impact is communicated through your voice. And on the phone, your voice and vocal quality accounts for **84%** of your message?

Make your voice as powerful and persuasive as possible - take it to the gym!

Just like physical workouts improve the appearance and strength of your body, vocal workouts improve the sound and strength of your voice. While there are thousands of gyms, spas and health clubs available to shape up your body, there are few to none available to help you shape up your voice. That's why I'm happy to introduce [SPEAKEASY VOCAL WORKOUT CD!](#)

[Speakeasy Vocal Workout CD](#) gives you exercises and tips to develop more effective, powerful, persuasive vocal skills. It introduces you to breathing exercises, pronunciation, articulation and intonation drills designed to develop and strengthen the voice and the vocal instrument and help you discover vocal quality and range you didn't know you had. [\\$19.95](#)

Thanks for reading. If you like what you've read, feel free to share this with your friends.

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Sincerely,

Robyn Hatcher
Speakeasy Communications