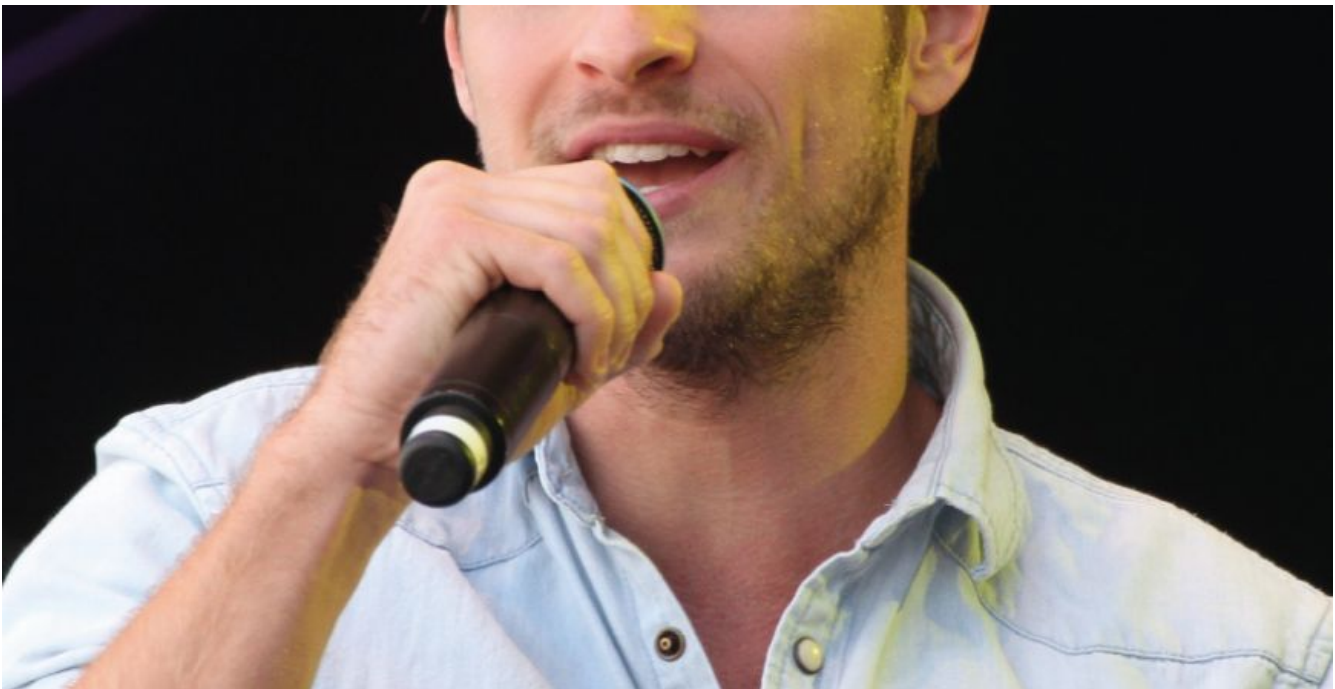


M = MOVE YOUR MOUTH

The first letter of MOXIE is “M,” for “Move your mouth.” Your voice is multi-talented. It can sound assertive, humorous, motivational, or even sympathetic. This is accomplished through pitch, tone, volume, pacing, and enunciation.

Many business presenters use a monotone, assuming it makes them sound authoritative. Alas, a flat delivery will simply bore your audience. Instead, use vocal variety to inspire, engage, and motivate your audience. Think of how you can energize your presentation and elevate it to the level of a performance. Whether you’re speaking in person or in front of the camera, you need to tap into a larger-than-life element with your voice in order to captivate audiences.

The most powerful vocal tool is an expressive voice. It’s always amazing to witness the transformation of clients who learn to implement the key elements of vocal delivery. You don’t need to be an actor to do this.



Think of your voice when you're in a relaxed situation. You have an entire color palette of speaking tools to express passion, amazement, humor, seriousness, and every other human emotion. The key is to access this color palette during your presentation.

Your voice matters! In fact, your voice is how you get your message from inside of you...out.

Nothing happens in the world until someone gives it voice. Making deliberate choices with your voice will ensure that the messages you're sending are the ones you intend.

And, you don't have one voice, you have many. The sound of your voice varies many times throughout the day, whether you realize it or not.

Do you use the same voice at an intimate dinner as a sporting event?

With a prospective client and a baby?

Do you talk to your boss the same way you talk to you pets?

We all have so many colors to our voice that we can set free!



TIP #1: ENUNCIATE

Enunciating means speaking clearly. In our everyday lives, we often speak with small, lazy mouths...and that's OK. However, in presentations, there is a greater need to open your mouth wider and enunciate more.

Why?

To be understood and heard. To appear more professional and confident. And, studies show that on an unconscious level, audiences register us as having nothing to hide when we open our mouths.

Your speaking voice should be authentic to you. However, the difference is a louder, clearer, more animated, and confident voice than you use in your everyday life and interactions.

Here are some tongue twisters to help you enunciate:

- * **Red leather/yellow leather**
- * **Unique New York**
- * **She sells sea shells down by the sea shore**
- * **Rubber baby buggy bumpers**



TIP #2: PACE AND POWER OF THE PAUSE

Slowing down and taking pauses helps you appear more powerful and allows the audience time to process information. Trust silence and reflect, rather than jumping right in. As a speaker, it's incredibly important to overcome your fear of silence. When you pause, you may feel like you're relinquishing power, but in reality you're gaining power. Pausing shows the audience you're comfortable, you deserve to be there, and you respect the interaction.

Try adding pauses to this Dr. Seuss poem for effect.

“Be who you are and say how you feel,

Because those who mind don't matter,

And those who matter don't mind.”





TIP #3: EMPHASIS

Tonality, if used strategically, will help the listener to focus on the most important parts of your message. It also lightens the processing load and helps the audience to understand what's most crucial in your words. This is why effective speakers emphasize the most important words in their speech.

Try saying this sentence. Each time you say the sentence, emphasize the next word in the sentence. Repeat this until you have emphasized each word in the sentence. How does emphasis change the sentence?

“I can’t tell you not to go.”

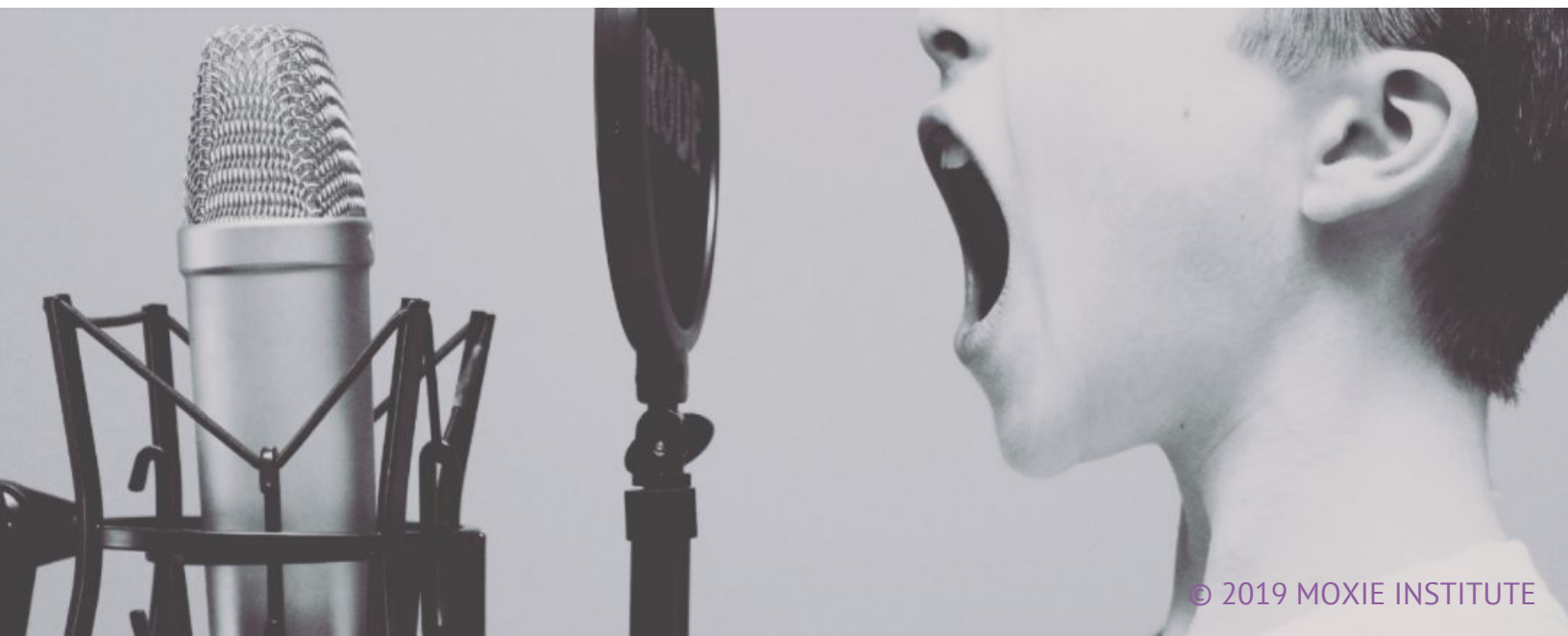
We all know how crucial it is to make a good, strong first impression. Tonality can help you establish yourself as a leader from the moment you meet somebody. By using emphasis, your tone can strengthen the message, rather than undermining the point you are trying to convey.

You may want to play around with two other important techniques in creating voices with vocal variety: volume and pitch.

This vocal warm up is intended to stretch and strengthen your speaking instrument (your voice) in preparation for powerful public speaking. You will need to employ this warm up immediately before a presentation. However, it is most effective when practiced every day. Think of it as going to the gym for your mouth.

Stretching and Strengthening Exercises

- Say, “Lion, Mouse, Lion, Mouse.”
- Shake and massage your jaw.
- Circle your lips in both directions. Think of holding a pencil in your lips and drawing on paper.
- Say, “Oo-Wee-Wee-Wah.” (5 times)
- Blow through your lips like a horse. Repeat with high and low sound.
- Massage your sinuses.
- Hum, focusing on the mask of your face.
- Crocodile Hum: This means to hum and then open your mouth wide, like a crocodile. Repeat while going up and down the vocal scale.



Key Sounds and Sentences

Mah, may, me, my, mo, moo. Repeat with different consonants sounds like p, f, v, l, n, etc.

Long song hand sand (5 times)

Lee is telling Ann's answer

Do good poetic laws foster drama

Stir the muck (5 times)

Higher power (5 times)

Remember the money (5 times)

Lilililililililila. Ninininininininina (5 times)

Will you, William?

Can't you, won't you, don't you, William?

Did you, would you, could you, William?

The lips, the teeth, the tip of the tongue (5 times and reverse order)

Why, what, would you?

Super illuminating

The Dukes new tune

