



The ECHO™ — Your Weekly Presentation Tip

May 2, 2007

One Thought Per Person

Yes, we've said it before, but it bears repeating. Maintain eye contact with one person for a thought. Pausing and moving on to someone else has a number of benefits:

- You increase the sense of connection with your audience.
- You slow the pace and appear more in control of the situation.
- You eliminate non-words. We usually put the "ums" in there when we're thinking of what to say next. Pause and say nothing instead.

Practicing this one skill will gain you more immediate results than almost any other physical skill.

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