The most powerful aspects of a message are conveyed through the physical attributes of the communicator. By mastering the power of voice and body language, you increase your ability to inspire and influence others to take action.

Ninety-three percent (93%) of the message is conveyed through physical attributes. The tone or sound of the voice (38%) and the body language/presentation style (55%) communicate powerfully. Words are only 7% of the impact upon an audience – big or small.

Important aspects to consider in body language include eye contact, facial expressions, head movements, gestures and body movement, and posture. It’s also important to recognize that the tone of your voice impacts your message and your audience whether you are interacting in person, speaking over the phone, or presenting on an online webinar. Tone of voice actually becomes even more important in the situations where the audience does not have the benefit of observing your body language.

**Key Questions to Ask / Areas to Focus Upon**

*What does the tone of your voice project about your energy level and commitment?*

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Solicit feedback on your tone of voice over a variety of communication modes. Ask what type of impact it has on the audience. What changes would you like to make to shift/modify how you show up to your audience?

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Solicit feedback on your non-verbal communication and listen for the energetic impact on the audience. What changes would you like to make to how you communicate with body language and non-verbal communication?

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What pieces of feedback are most meaningful to you?

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How do you want to modify your delivery as a result of your feedback and your own reflection?

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Ready to rev up your business results by aligning with and delivering your unique core message? Apply for a complimentary Discovery Session with Nadine Haupt at www.NadineHaupt.com to help you determine your BEST next move!