How to Overcome Your Fears and Become a Dynamic, Engaging Presenter

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Introduction

- EMBRACING YOU
- WHAT IS FEAR?
- RECOGNIZE YOUR FEAR RESPONSE
- STORYTELLING BASICS
- CONTENT, DESIGN, AND DELIVERY
What situation would you like to gain institutional buy-in for?
Human Experience

REJECT NEGATIVITY
ACCEPT YOURSELF
EMBRACE VULNERABILITY
Understand Yourself
Understand Yourself
What Interest You?

Where do you want to contribute and help?

Listen to your heart!!!!
What is your greatest fear in seeking institutional buy-in from leadership and/or peer groups?
Which situation is more stressful to you?

Getting buy-in from co-workers  A

Getting buy-in from bosses / supervisors  B

Getting buy-in from peers  C
Common Fears

Fear of Failure
- Judgement
- Embarrassment
- Losing job

Fear of Success
- Not being Enough
- ALL your weaknesses will be uncovered
- CHANGE

Fear of Emotional Pain
- Rejection
- Humiliation
“F-E-A-R has two meanings:

‘Forget Everything And Run’ or ‘Face Everything And Rise.’

The choice is yours
Physical Effects of FEAR

- saliva flow decreases
- eyes pupils dilate
- skin blood vessels constrict; chills & sweating
- lungs quick, deep breathing occurs
- heart beats faster & harder
- bowel food movement slows down
- stomach output of digestive enzymes decreases
- blood vessels blood pressure increases as major vessels dilate
- muscles become more tense; trembling can occur
Jitters are NORMAL!

Co-Present with supportive people

Have an exit plan
You are responsible for the energy you bring into this room

-- Brené Brown
Overcoming the Fear Response

- RECOGNIZE IT
- VERBALIZE IT
- OVERCOME IT
Your Choice
Reacting to Past Situations

TRIGGERS

TRAUMA

IS THIS REAL OR IMAGINED???
Overcoming Fear
Pump! Pump! It Up!
Taking a Break
Visualize you Overcoming Your GREATEST FEAR

I think I can, I think I can, I know I can!
Thought Stopping
2019 ANNUAL MEETING
OCTOBER 19 - 23

Storytelling Techniques
THE STORYTELLER’S SECRET
FROM TED SPEAKERS TO BUSINESS LEGENDS, WHY SOME IDEAS CATCH ON AND OTHERS DON’T

CARMINE GALLO
KISS
keep it simple...
POWER of
BEGIN

MIDDLE

END

CURRENT STATE

CONTRAST SOLUTION WITH PROBLEM

TRANSFORMATION
Human Memory

MEMORY AND 7 DIGIT

CHUNKING AND 3 – 4

PHONE NUMBER
555-867-5309
Speak to the Heart
Making Thing Memorable
MEMORY GAME
5558675309

(555) 867-5309
I GOT IT!!!
What just happened???
What techniques did we use?
Applying the Techniques
Institutional Buy-In Role Play
TIPS AND TRICKS

- Be Confident and Knowledgeable
- Trust the Process
- Know Your Audience
- Anticipate Questions
- Follow the 10/20/30 Rule
- Have Fun!
Thank You!

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