

Attraction / Presenting You Pop Quiz

1. Describe your definition of Attraction?:
2. What "simple" attraction task can you do immediately?
3. When referring to "listenable rate of speech", what are the optimum words per minute?
4. What children's book can you read aloud that will help you become a better speaker?
5. Describe what "Bauer's Rule of 10 vs. 1000" means:
6. What is the #1 need of a human being?
7. List 3 sales skills you can demonstrate that will make you different from others?:
 - 1.
 - 2.
 - 3.
8. List three main reasons why you might be given a "No":
 - 1.
 - 2.
 - 3.
9. When presenting, what are three "guidelines" to follow?
 - 1.
 - 2.
 - 3.
10. Name three out of the four different types of "How We Communicate" styles:
 - 1.
 - 2.
 - 3.