



CONQUERING AUTOPILOT

Don't sound rehearsed

It is easy to go into autopilot when pitching your business or service, but remember when you go into autopilot, you lose the passion and the spark that makes your pitch so enticing. Everytime you pitch your business, you need to remember that you are telling it to this person for the first time, and your pitch sets the stage for your entire presentation. Bring out your animation and enthusiasm. Use pauses to slow down your autopilot ramble, and remind yourself to embody all the elements of PIE.

PIE

It stands for passionate, interested, and engaged. In order to capture the attention of your listeners, you need to look inspired to be there, immersed in the conversation, and excited about that thing that you do.

Children's Books

One of the greatest ways to practice your tone, is to read a children's book in your most animated voice. The best way to test whether you're using your voice correctly is to read to a child. You will be able to tell if your voice has the right elements, depending on how long you keep their attention.

Book suggestions: The Gruffalo by Julia Donaldson, Zog by Julia Donaldson.

Vocal Workout

A deep voice is a powerful voice. Try some of these exercises to ensure that you hit both the high and the low pitches: <https://youtu.be/aeyn3kLd1Y0>