

# Secrets to INFLUENCING with EXECUTIVE PRESENCE

*No Matter Who's In The Room*



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# RESPECT



**Death and Life are in  
the power of the  
tongue.**

*Proverbs 26:4*

# A FEW GOOD SECRETS...



*...to being V.I.P.*



Iraq 2004-2007

**Never answer a fool  
according to his folly.**

*Proverbs 26:4*

- **RESPECT**

- **ACKNOWLEDGE**

- **VALIDATE**



**EXECUTIVE**

*Presence*

**RESEARCH**



**89%** of CEOs, Business Leaders, and Executive Coaches say that you have to have *it* .

-Dagley & Gaskin, APA Consulting Psychological Journal

**ex·ec·u·tive**  
/ig'zekyədɪv/

**The power to put plans, actions, or laws into effect.**

**pres·ence**  
/'prezəns/

**The state or fact of existing, occurring, or being present.**



# EP CHARACTERISTICS

Physical 64%

Status 64%

Engagement 85%

Communication 94%

Confidence 97%

*Short-Term*

RESEARCH



# 1 Minute to

# Influence

# SAY HELLO

*with your phone*

## In 60 Seconds or less!



# #1

Leading with your job description and position.

# #2

Omitting your last name in an introduction.

# #3

Minimizing the key truths about yourself.

*3 Critical Mistakes*



# EP CHARACTERISTICS

*Long-Term*

- Values In Action 97.2%
- Expertise 94%
- Integrity 94%
- Outcomes 64%
- Coerciveness 38%

RESEARCH



# *Influence Equation*

Confidence 97%

+

Values In Action 97.2%

RESEARCH



**Only 27%** of those  
seen as having  
**Executive Presence**  
**were women .**

-Dagley & Gaskin, APA Consulting Psychological Journal



# INFLUENCE

# OBSTACLES...

*Needing to*

CONTROL

PROVE

BELONG

BE NEEDED

*4 Obstacles*



# Crisis Managers



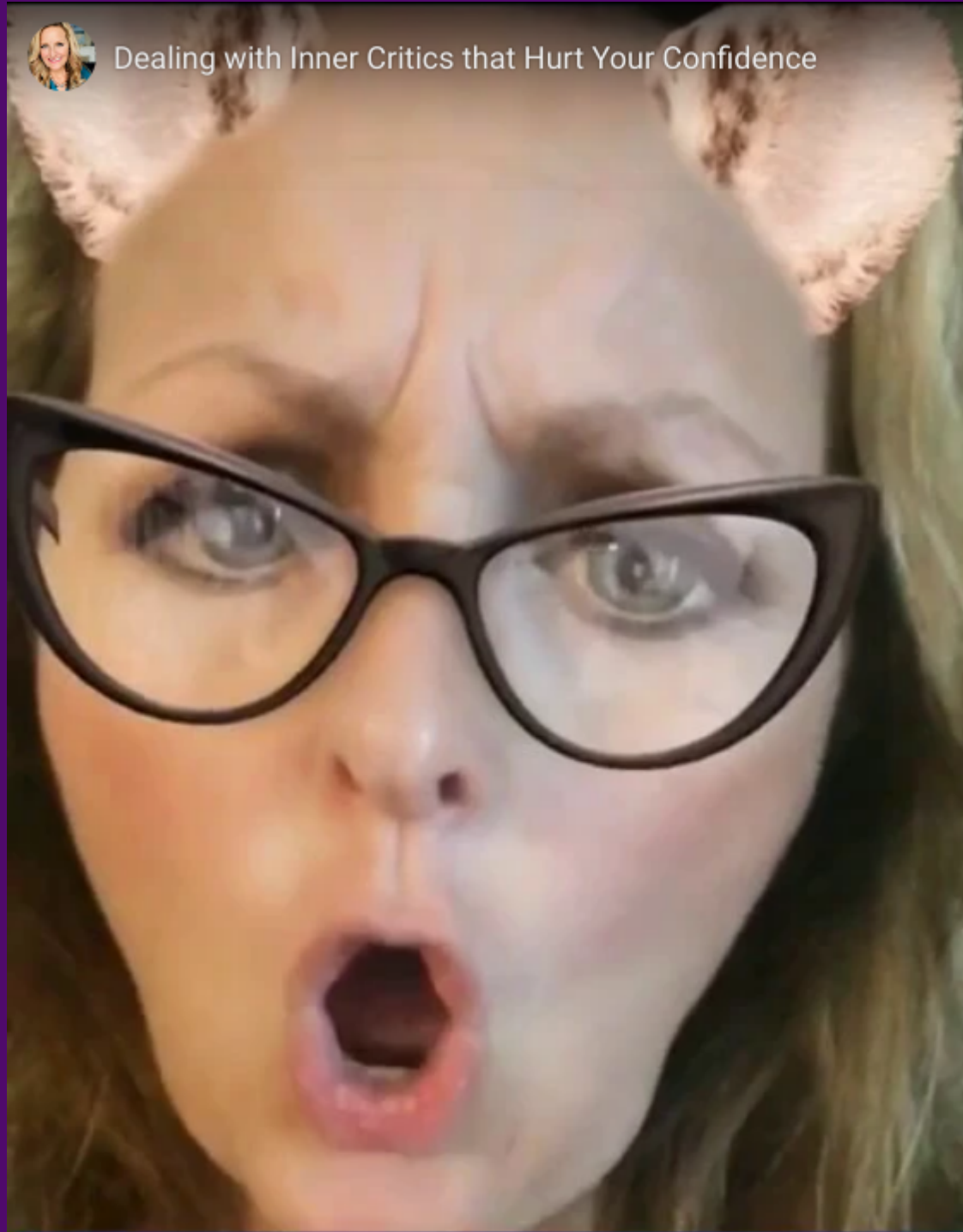
Dealing with Inner Critics that Hurt Your Confidence



Watch later



Share



**Incompetency POLICE**  
**You lack Expertise & Skill**  
You don't know anything



The Inner Critics

Watch on YouTube

# Abundance

# Belief

# Courage





**SOCIAL**

*Agility*

**INFLUENCERS**

01

**YOUR  
LOOK**



02

**HOW YOU  
"SHOW UP"**



03

**HOW YOU  
SOUND**



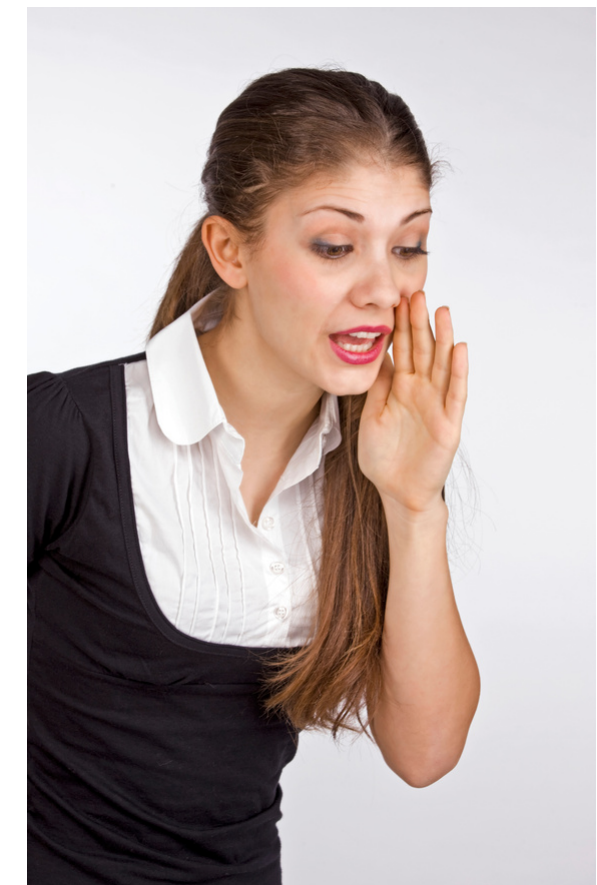
04

**HOW YOU  
THINK**



05

**THE WORDS  
YOU SPEAK**





# Visual

01

**YOUR  
LOOK**



02

**HOW YOU  
"SHOW UP"**



# Vocal

03

**HOW YOU  
SOUND**



# Verbal

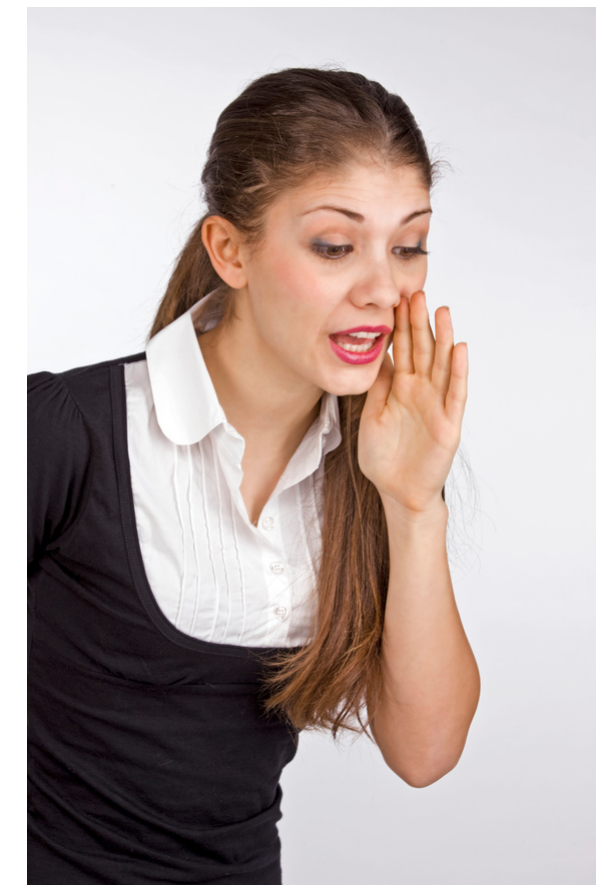
04

**HOW YOU  
THINK**



05

**THE WORDS  
YOU SPEAK**



Visual

55%



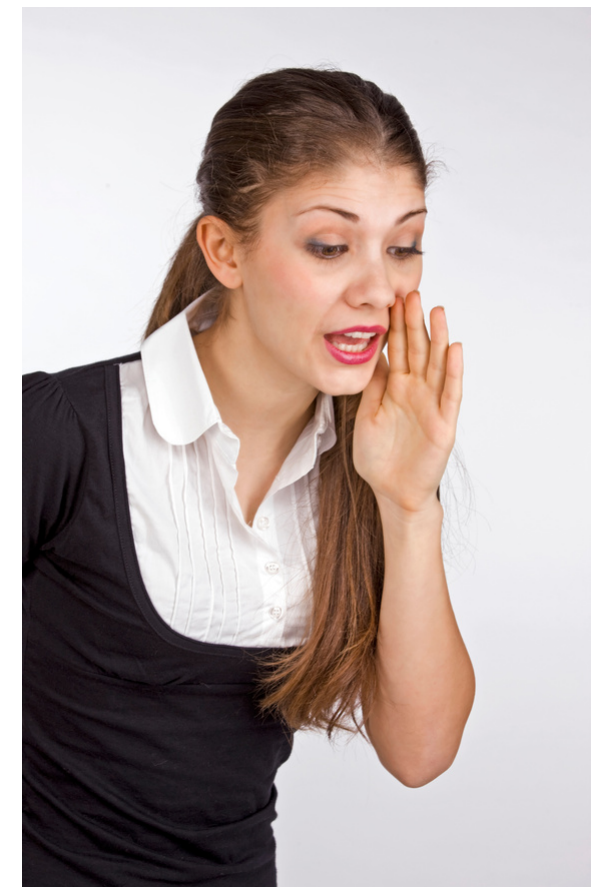
Vocal

38%



Verbal

7%



# THE STUN GUN: "SECURITY GREG"



*Wisdom*

**A soft answer turns  
away wrath**

*Proverbs 15:1*

# Auto-responders work:

**1. APPRECIATE**

**2. BUY TIME**

**3. CIRCLE BACK**

**Giving away your power  
requires your  
permission.**

**YOUR**

**PRESENCE**

**MATTERS**

# Get on My A-List

- [www.angienuttie.com/a-list](http://www.angienuttie.com/a-list)



*AngieNuttie.com*