



The Pinnacle Method

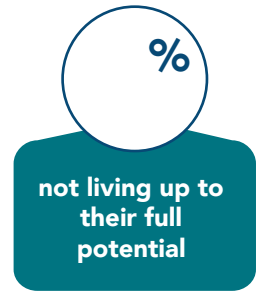
3-Step Process

A _____

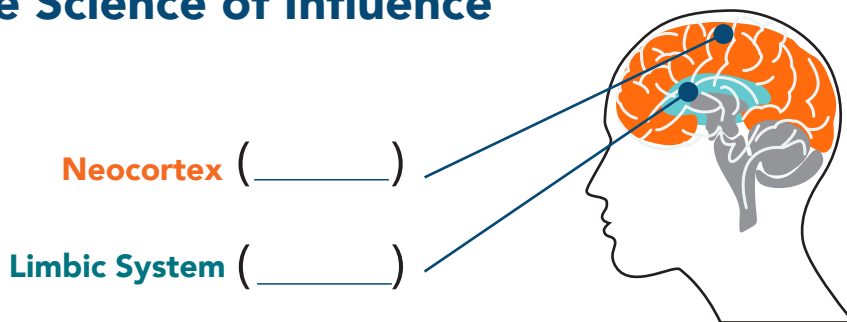
I _____

M _____

Average number of meetings per year



The Science of Influence



A _____

G _____

E _____

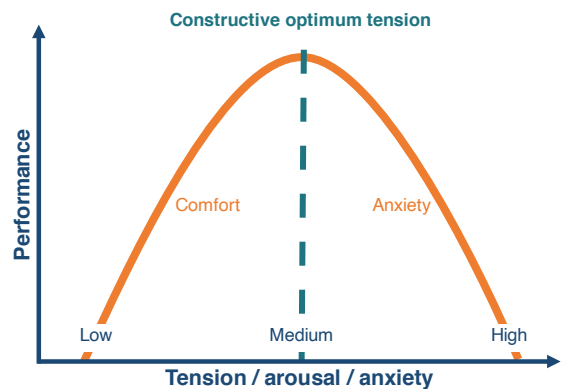
S _____

AGES, Dr. Lila Davachi, New York University

“
The impediment to action advances action. What stands in the way, becomes the way.
”

Marcus Aurelius

Yerkes-Dodson Diagram



Vocal Dynamics

Tips for Managing Speech Anxiety

Strong Intentions

Excite	Persuade
Motivate	Reassure
Empower	Challenge

Weak Intentions

Update	Educate
Review	Notify
Inform	Apprise

Pinnacle Method Glossary

Acting As If - A technique used in acting, or life that takes advantage of natural mental and emotional responses to posture and behavior to impose a feeling of confidence, or security

Belly Button Rule - A term coined by author Janine Driver stating the direction a person's belly button faces can reflect their attitude and reveal their emotional state

Benefit - Something advantageous, or positive that an audience will achieve or receive as a result of hearing your message

Body Language - Nonverbal communication such as gestures, postures and facial expressions that help support a person's intention

Congruence - The state in which all aspects of voice and body language perfectly support a communicator's intention

Core Breathing - The low belly breath used by actors and singers for maximum support; also called diaphragmatic breathing

Engagement - A connection with an audience that finds them in a willing state of attentiveness during your communication

Gesture - Any movement of the hand, arm, body, head, or face that communicates a specific idea, opinion, or emotion

Hedging Language - Words that are used to mitigate, or lessen the impact or certainty of a statement

Home Base Position - The relaxed, open body position that serves as a communicator's physical neutral when not moving, or gesturing

Inflection - The specific pitch in the voice (up or down) used at the end of a word, or phrase

Intention - The purpose and emotion conveyed through your delivery that instructs your audience how to react

Intention Cues - Any aspect of a person's vocal, or physical communication that conveys meaning to an audience, or listener

Mirror Theory - The idea that people pick up on whatever emotion or intention a speaker projects and both feel and project back that emotion

Monotone - A succession of sounds or words without change in pitch

Mutuality - The sharing of a feeling, action, or relationship

Nonverbal Communication - Any aspects of communication, aside from the actual words spoken, that send messages or conveys meaning

Objective - A goal you hope to accomplish with your communication

Pace - The rate at which a person speaks

Pacifier - Any nervous behavior, or activity displayed by a speaker that communicates discomfort, or nervousness

Pattern Interrupt - Any action, or behavior that breaks a pattern in an effort to maintain the attention of an audience

Personal Stamp - The uniqueness and individuality a speaker or actor brings to a presentation or performance

Posture - The position of a person's body when standing or sitting

Spatiality - The way in which a speaker uses space, movement and distance when communicating a message to others

T-Rex - Constrictive body position with arms and elbows seemingly locked to the torso

Upspeak - The tendency to make your voice rise at the end of sentences so that statements sound like questions

Verbal Virus - Verbal fillers (such as ah, um, or I mean) that appear in speech and communicate uncertainty to an audience, or listener

Vocal Dynamics - The ways in which you use the various qualities of the voice (pitch, inflection, articulation, volume and pace)