

Showmanship Skills



For Speakers & Trainers

Presented by
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Showmanship Secrets

The Opening:

The First 30 Seconds: What will your audience *see* and *hear* in the first 30 seconds?

Purpose _____

Six Ideas:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____

The Next 2 ½ Minutes: Establish the relationship with the audience.

Step 1: _____ the audience, provide single focus, begin the group experience

Step 2: _____ yourself. How? Tell a _____ about _____.

The Last 2 ½ Minutes: (For trainers) _____ the audience in a short icebreaker.

Example: Brainstorm These Two Questions:

Q1: What kinds of problems do people have because they don't _____ ?
Fill in the blank with the topic of your training program, e.g. solve problems creatively, manage time effectively, follow safety procedures, etc.)

Q2: What happens when you and I do _____ ?
Fill in blank with same answers provided above.

Result: Produces a list of benefits to attain and losses to avoid.



The Plot Thickens:

Introduce Props: Show to best advantage by _____ up the prop.
_____ a prop to create interest.

Introduce Volunteers: Ask their name, repeat for audience, lead applause for them.

The Set-Up: _____ the audience, draw them to the edge of their seats.

Showmanship Secret #1: Make the Audience _____.



How? Develop BITS OF _____.



- **Puzzles**
- **Brain teasers**
- **Magic tricks**
- **Juggling,**
- **Music,**
- **Word games,**
- **Physical activities,**
- **Theater improvisations,**
- **Storytelling,**
- **Humor, cartoons, etc.**

Vary the activities to appeal to different kinds of intelligences and learning styles.

Quick -Bits-

Magic Overhead Control: Obtain a “Plug ‘n Power” switch from Radio Shack.

Test Your Listening: “Hand to chin”

Audience Survey: Easy involvement, just raise your hand. Careful, don’t overuse, it’s tiresome. Ex.

- Q. How many people have ever been bitten by an _____ ?
 Q. How many people have ever been bitten by an _____ ?
 Q. How many people have ever been bitten by an _____ ?
 Q. How many people have ever been bitten by an _____ ?

Which just goes to prove:

It’s always the _____ that _____ !

Impromptu “Bone crusher”

Magic Tricks

Appearing Chalk: To really “sell” it use the five states of awareness: 1) Neutral, 2) Aware of "something," 3) See it and begin to reach, 4) Get it, 5) React.

People are Predictable: Here’s a mind reading trick that works best for a large group. Not everyone will compute correctly, but with a large group more than half will follow directions correctly.

Steps: Think of a number from 1 to 10

Multiply by 9

Add the digits together

Subtract 5

Think of the letter of the alphabet at that number, Ex. “1=A,2=B,3=C and so on”

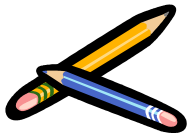
Think of any country in the world beginning with that letter

Take the second letter of the country and think of an animal that begins with that letter

Concentrate.....

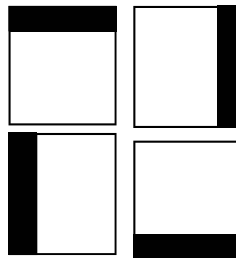
You are thinking of _____ in _____.

Showmanship Secret #2: Getting there is all the _____.



The Pencil Puzzle: Great for “thinking outside the box” presentations.

The Four Chairs: Teambuilding Exercise. Try to get the chairs shown to the left. No arms, no wheels, folding chairs work in a pinch. Pick volunteers in good physical shape, pre-screen whenever possible for back problems or other physical limitations. Arrangement of chairs:

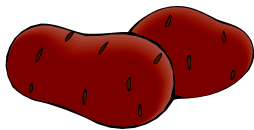




Ovation Exercise (with thanks to Randy Judkins): It's like the old "Hot & Cold" game, except with applause. Great for programs dealing with leadership, communication, choice, feedback, risk taking, etc. You can pre-select an object and activity or throw it open to the group for suggestions.

The real secret: _____ to the audience.

Potato Trick: You need three things for success:



- 1) Vision
- 2) Technique
- 3) Follow Through

Showmanship Secret #3: Leave them wanting _____.



Additional Resources

These resources are available from the HUMOR Project bookstore:

Abernathy, Bob & Reardon, Mark, *Hot Tips for Teachers: 30+ Steps to Student Engagement*

West, Eddie, *201 Icebreakers: Group Mixers, Warm-ups, Energizers and Playful*

Tamblyn Doni & Weiss, Sharyn, *Big Book of Humorous Training Games*

Bendaly, Leslie, *Brain Teasers for Team Leaders: Hundreds of Word Puzzles and Number Games to Energize Your Meetings*

Epstein, Robert & Rogers, Jessica, *The Big Book of Motivation Games*

Gesell, Izzy, *Playing Along: 37 Group Learning Activities Borrowed From Improvisational Theater*