

A Presentation About Presentations:

Creating The "Dynamic Actuary"

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A Presentation About Presentations: Creating The "Dynamic Actuary"

What About Bob...?

- Who is Bob Morand?
- And why the heck is he talking to me about presentation skills?

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...And Why Presentation Skills?

- Actuaries enjoy increasing visibility in the corporate insurance world
- Actuaries ascend to C-level roles: CEO, CFO, CRO, COO, etc.
- Actuaries gain access to non-traditional roles

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Where do I get started?



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Definition:

"A successful presentation takes place when the presenter engages the audience through his/her commitment to convey valuable concepts/information by leveraging his/her knowledge, professionalism, personality and style."

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How do I get started?



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Step One

Self - Assessment



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Self – Assessment: Who am I?

- Yourself
- Personality Traits
- Strengths/Weaknesses



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Self – Assessment

Who are you? Who, Who...Who, Who?

(What type of presenter are you?)

- Captain Monotone
- Ramblin' Wreck (or Señor Speed Read)
- The Ummer
- Podium Pete
- Mr. Okay
- Backside Bernice
- The Mumbler
- Face-Down Freddy (see Backside Bernice)

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Self – Assessment: Who should I be?

- Yourself
- Professional Traits
- Strengths/Weaknesses



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Self – Assessment Equation: Who I am + Who I should be =

- Yourself
and
- "Dynamic Actuary" ... with traits that form the communicative me – an actuary poised to participate impressively on multiple fronts of the business world, including within the presentation arena.

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How do I become this "Dynamic Actuary?"



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Step Two

FOLLOW YOUR FEAR!

Be prepared, and excited, to take steps outside of your comfort zone to develop yourself into the "Dynamic Actuary".

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Step Three

And Now, The Key...

Preparation + Performance = Presentation



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Preparation

Know...

- The subject matter thoroughly
- The audience
- The number of people attending & size of room
- How to dress
- The technology to be used
- Your fellow panelists' material

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Performance

Verbal – What to work on


- Speaking
(Tone, Attitude, Style, Cadence...things beyond the innate physical)
- Listening
(The stronger the input, the greater your output; "Yes, and...")
- Presentation Scenarios
(Externally – clients; Internally – bosses, peers, lower levelers)

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Performance

Non-Verbal – What to work on

➤ Energy	➤ Dress
➤ Enthusiasm	➤ Commitment
➤ Physical Presence	➤ Knowledge



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**Presentation Breakout
Exercises**

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Recommendations for improving your
presentation skills:

- > Seek constructive criticism
- > Take an acting/improv class
- > Practice presentations with co-workers
- > Join a book club
- > Update your wardrobe
- > Observe speeches
- > Take an on-camera class
- > Take part in group activities that require meeting new people and leadership help
- > Exercise

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> FOLLOW YOUR FEAR!

Again...be prepared, and excited, to take steps outside of your comfort zone to develop yourself into the "Dynamic Actuary"

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"If you can't sell yourself, you're going to have a much harder time selling your ideas."

- Bob Morand
At His Desk
September 12, 2006
