

Wish you
could radiate
confidence
and power?

Uncomfortable
having difficult
conversations?

Long to get
paid what
you're worth
and more?

BRING IT, BITCHES!

36 Quick Tips for OWNING Your Room

by Kelli J. Gilpin

About **What** You Say

1 Even if you know your audience, tell them who you are.

Telling your own story makes it easier for people to relate to you. Be personal – but don't spill your guts.

2 Make the problem real, and then talk about the solution.

Talk way more about the solution than the problem.

3 Have a point of view.

Know your opinion on the subject, and don't tell people just what you think they want to hear.

4 Don't be afraid to have fun and be funny.

Everyone responds to humor in good taste. It takes confidence to be funny, people will respond to both the humor and the confidence.

5 Engage your audience – no matter what the size.

Make them feel special. Make them think that this was their presentation as well as yours.

6 If you don't know something, admit it.

We all get questions that we don't have the answers to. Don't ever make up an answer. It will instantly blow your credibility.

7 Illustrate your key points with examples.

People love stories, and it's the story that will make them remember your point.



Before You Say It

- 8 Know your material.**
People will see right through you if you're faking it.
- 9 Keep the big picture in mind.**
Focus on your goal or you may get lost along the way.
- 10 Practice, practice, practice.**
Tell your story out loud. Watch yourself in a mirror to be sure you're standing tall and that your face shows your personality. These tricks will help you overcome your nerves.
- 11 Dress like a leader.**
Your clothes send a powerful message about who you want to be.
- 12 Don't be late - for any reason.**
There are no excuses!
- 13 Relax your mind.**
You can't be your best self if you are anxious or fearful.



How You Say It

14 **Remember that it's not about you – it's about *them*.**

Don't be self-absorbed. Concentrate on the people you're addressing.

15 **Be concise and specific.**

No matter how scintillating your message, adults have a notoriously short attention span. They can't help it.

16 **Speak in plain English, not business jargon or slang.**

If they don't understand you, they won't "get" you.

17 **Speak with passion.**

We're all drawn to people who talk with enthusiasm and emotion. (And turned off by those who don't.)

18 **Make them believe in you.**

Start by believing in yourself.

19 **Speak politely and respectfully.**

Mom was right. Good manners always serve you well.

20 **Listen with genuine interest.**

They can tell if you're faking it.

21 **Be light-hearted in style, but know your audience and respect their style and views.**

If they're formal, be formal. If they're laid-back, don't drop the professionalism, but you can relax a bit.

22 **Don't show impatience.**

Impatience often shows clearly in your facial expressions. Ask a friend to give you feedback on your facial expressions. Practice maintaining a neutral face in the mirror.

23 **Don't show fatigue.**

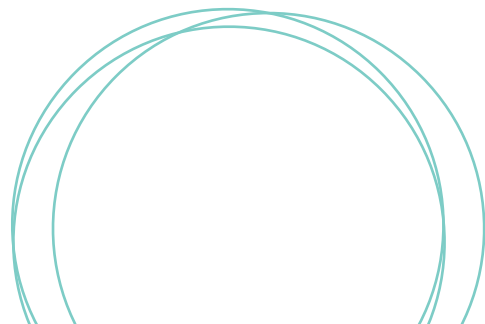
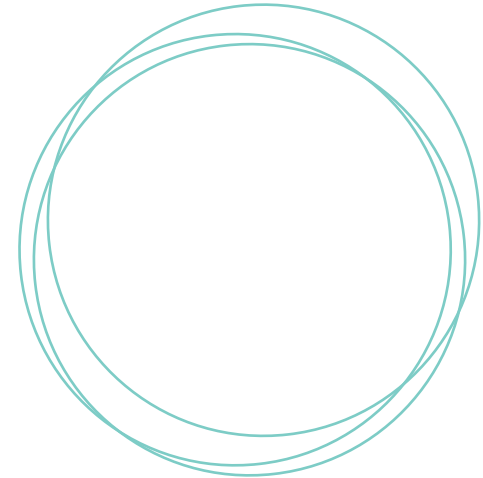
This is hard to master, but you need to look as fresh when you're finished as when you begin.

24 **Never apologize.**

Acknowledge an issue, but don't make it more than it is.

How You Say It Cont.

- 25** **Stay flexible.**
If things don't go exactly as planned, roll with it.
- 26** **Use strategic silence to your advantage in negotiations.**
Know when to zip it.
- 27** **Observe body language - yours and theirs.**
This will tell you how your message is being received and how you're delivering it. Change on the fly if necessary.
- 28** **Express appreciation and excitement.**
It's the Law of Attraction. You will attract appreciation and excitement.



When You're **Negotiating**

29

Never say yes or no until you're ready to do so.

You have every right to pause and consider before giving any answer. And you don't have to answer on the spot. You can always request additional time before providing your final answer.

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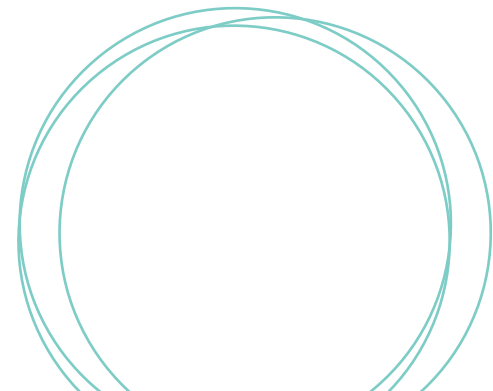
Know your bottom line before negotiating.

Don't try to figure it out in the middle of the negotiation. You'll give up power and be unsatisfied with the result.

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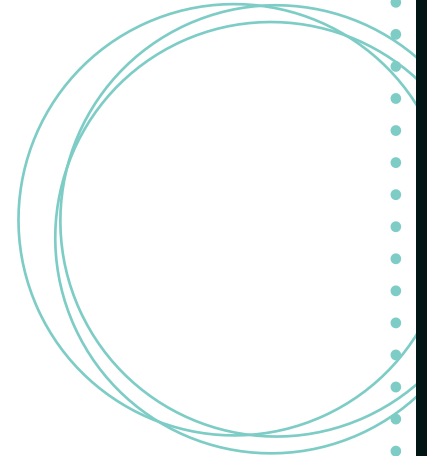
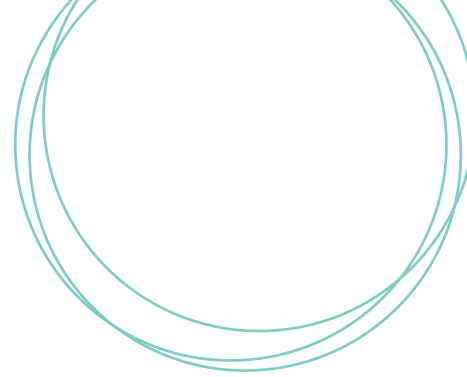
Ask thoughtful questions.

It shows you're listening and that you care. It also helps get to the heart of any situation or problem.



About **Who You Are**

- 32** **Be confident.**
Act like the leader you are now and practice being the leader you want to be.
- 33** **Take action now.**
Don't let fear or research or the need to be perfect hold you back.
- 34** **Always tell the truth.**
Even when it's uncomfortable.
- 35** **Be positive.**
There's no point in being negative. It won't get you anywhere.
- 36** **Do what you love – it will show.**
You may even inspire others to do the same.

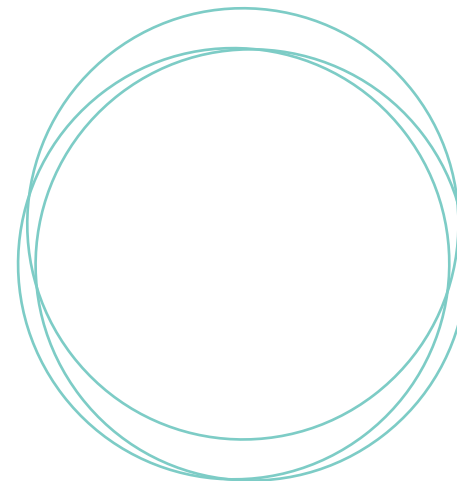


More Moxie!



The Chick Behind the Moxie Movement

Kelli Gilpin is a Business Rock Star turned Coach/Public Speaker/Writer/Truth Teller who loves lip gloss, Jane Austen, and a mini-dachshund named Little Guy. She's an expert on women's leadership, and has dedicated her professional life to teaching women how to channel their inner moxie, build their know-how so they can ask for what they want – and get it, champion their own bold ideas, and create a life with meaning. Kelli has addressed several industry conferences and has been a consultant for numerous Fortune 500 executive teams (where, sadly, women are few and far between). She blogs at www.KelliGilpin.com.



More Moxie!



Buy the Book

Get more details or buy a copy of Kelli's Bring It, Bitches! Buy it on [Amazon!](#) Buy it on [iBooks!](#)

If you love this book and want to share it, please do! I want millions of women around the world to OWN Their Rooms – wherever they find themselves. And this is why:

Women who radiate confidence and power and take their destiny into their own hands will change the world!

If you're ready for fast results and want my personal help to OWN Your Room, then get in touch. I'd love to work with you! Find out about my private coaching experiences at <http://kelligilpin.com/work-with-kg/>

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