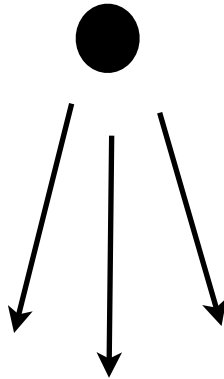


Presentation



scripted

authority in speaker

engagement from authority

addresses data

talking

container: the data / speech / message

one point of entry

you have to learn this

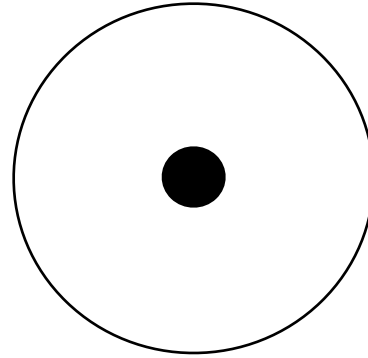
What I want you to know

you listen to me

planned + self-conscious

I am the expert

Conversation



scored

authority shared

engagement from the unknown/relevant

addresses data + connection

listening

container: the question + host

multiple points of entry

you already know how to do this

What we care about

ourselves together

real-time

we are all experts on our pov

tummeling

-a Jewish tradition. A tummeler (literally “noisemaker”) hired to entertain and make sure everyone had a good time.

Goal: togetherness. Connection. Create that feeling.

Techniques

Care.

Contain everyone. Go first.

Be vulnerable: Be genuine. Express yourself. Emotions affect energy more than data. Your vulnerability allows others to do the same.

Accept everything that happens. (classic improv: “Yes, and...”)

People are interesting if you’re interested. More will participate if they feel listened to and invited.

Energy follows attention. Arthur Miller was right: Attention must be paid.

Feature people not as an end unto themselves (ie experts) but as kindling to start and scale the conversation

Translate everything: what did they say? what did they mean? If you’re not sure: ask.

Mirror / give acknowledgement to all contributions.

Connections strengthened more quickly by difference. More energy released.

Thread and make connections. Acknowledge others who thread and respond. Eventually the “room” will thread itself some if you model it.

Domino effect: drawing in someone on the fringe (“low status”) has exponential effect. Amplifies connection

Release tension: name the unnamed.

Have cake.

I’m teaching a small hands-on workshop in SF to help people learn how to do this. To come or bring it to you go to unpresenting.com . You can ask me questions at @heathr. I’m interested in what you have to say.