



# En-trance

*Practical exercises to help you make an immediate positive impression by understanding how to master your physiology, expressions and voice*

## EXERCISE ONE

### A CONFIDENT GAZE

- ~ Practise focusing on just the left eye of everyone you speak to. If you find your eyes drifting, bring them back to the other person's left eye.

## EXERCISE TWO

### GIFTING A SMILE

- ~ Every day, go out of your way to smile at people you don't need to. Start with staff in cafés, bars, or restaurants as these people will be naturally receptive. Then graduate to smiling at people who are not paid to respond to your smiles. Smile at people you walk past in the street or the postman or whoever comes your way.

## EXERCISE THREE

### CREATING THE SOCIAL FABRIC

- ~ Start dropping by on people in your office who you don't need anything from at that particular time. Give them a smile and have a couple of minutes of non-task-related chit chat, and then bid them a good day and leave them feeling happy that someone took the time to chat when they didn't need to.

## EXERCISE FOUR

### WALK LIKE SEAN CONNERY... FOR MEN ONLY

- ~ Walk across the room in view of a mirror or a reflection in a window. See if you can walk like a panther on two legs. Start by over-exaggerating the movement, of your shoulders as if you are a muscular panther walking. Then back off until it looks like a smooth and graceful motion akin to Sean Connery.

## EXERCISE FIVE

### WALK LIKE CATE BLANCHETT... FOR WOMEN ONLY

- ~ Walk across the room in view of a mirror or a reflection in a window. Pretend to put a heavy crown on your head before you move. This walk towards the mirror keeping your head as stable and as smooth as you can. Observe how the rest of your body follows suit.

## EXERCISE SIX

### ADDING EXPRESSION TO YOUR VOICE

- ~ Take any passage of text, say a paragraph, from a fictional book or lifestyle magazine and read it out five times and record it onto your smartphone voice memo app.
- ~ With each reading, experiment by putting the emphasis on different parts of the sentence and by making your voice change speed and tempo.
- ~ Play each back and get a feel for which one sounds the most engaging.

