 

3 ways to add warmth to your voice instantly

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| Research from Princeton University found that we make judgements about a persons trustworthiness within *milliseconds* of hearing their voice! A *warmer*voice was consistently judged as more**likable** and **trustworthy!** (Princeton University Science Journal 2014) |  |

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| You can add warmth to your voice instantly with just **three simple strategies**: |  |

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| 1**. Smile** when you speak! You can hear a person smiling as they speak even when speaking over the phone! Smiling subtly shifts the spaces in your mouth and throat, lifting and creating a slightly more resonant and bright vocal quality. Smiling (even fAKE smiling!!) triggers an emotional lift in your brain. If you feel better, you will sound more positive. |  |

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| 2.**Soften** the first few words. Easing into the sentence with a little more gentleness instead of a sharp tone will send a message of emotional safety to your conversation partner. It helps them feel more relaxed and therefore responsive to the speaker. It helps to build an immediate connection between conversation partners. |  |

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| 3. Interject **"friendly**" words such as "sure, no problem, anytime, of course, absolutely, or good question". These kinds of words act as a "social bridge", creating a small moment of acknowledgement before diving into the main topic. It makes the conversation partner feel validated, and reinforces a positive tone when communicating. |  |

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| Lets put it into practice! Use a recording app on your smart phone or computer, and record yourself saying the following 2 sentences. The first sentence in a matter of fact tone (no smiling, no gentle open), and the second sentence starting with a smile, gentle voice open and addition of a friendly word. Can you hear the difference? |  |

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| ***1. "I'd be happy to walk you through that"*** |  |

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| ***2. "Absolutely, I'd be happy to walk you through that"*** |  |

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| These three strategies will help you to sound warmer and more engaging in your next conversation. Even using ONE of these strategies may elevate your conversational connection! |  |

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| Warmly, |  |

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| Jenny, Speak Aspire |  |

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| www.speakaspire.com 1:1 coaching, Monthly Public Speaking skills small group |

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