



5 Ways to Elevate Your Executive Presence & Influence

1. Show Confidence Through Body Language

- **Own the space:** Stand tall, shoulders back, and maintain a steady pace when walking.
- **Use intentional gestures** to reinforce key points (avoid fidgeting)
- **Maintain calm, focused eye contact:** Look at individuals for 3-5 seconds before shifting



2. Speak with Impact and Precision

- Begin with a **powerful opening statement** (e.g., “Here’s why this matters...”)
- **Eliminate fillers** like “um” and “you know” by using strategic pauses
- **Structure your message using the Rule of Three** (e.g., “Our focus is on growth, engagement, and results”)



3. Own Every Room You Step Into

- Arrive **5 minutes early** to assess the energy and set the right presence
- **Pause before speaking:** Let silence build anticipation
- **Use the power stance** (feet shoulder-width apart, hands in a relaxed, open position)



4. Listen with Intent, Respond with Authority

- Show **active listening** by paraphrasing (“What I hear you saying is...”)
- Use **strategic pauses** before responding to show thoughtfulness
- Avoid distractions: **Phone away, full eye contact, and engaged body language**



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Your presence is your power. Show up with clarity, confidence, and compassion.

5. Adapt and Influence Any Audience

- **Identify their communication style:** Are they direct, analytical, or relationship-driven?
- **Mirror their tone and energy** to create connection
- Use **storytelling, data, or logic** based on what resonates with your audience



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