



Presents

WOMEN'S ROUNDTABLE

Self-Value & Empowerment



Want to negotiate like a Pro?

Body Language & Voice Power Tools

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Part I

Body Language Power Tools

Inspiring Steps to learning more about HOW to Regain Self-Empowerment and much more for Your Soul

Claim your place in social situations, business, and family relationships. Most likely you are hungry for meaningful experiences that will help you make positive and permanent shifts in your life.

Use your body posture for permanent success. Observe powerful people- what do they do with their hands and arms? Do they sit on the edge of a chair? Or do they stretch their arms along the back of the chair/couch like everything belongs to them? Remember the black and white image of the men from the known TV series 'Bad Man'.

So, now I am asking you to list a few situations in which YOU can use and exercise the poses of power

Power Pose 1: Stand Up when in negotiating situation, even when meeting someone. If you're leading a presentation, simply stand up. Sitting down is passive. Standing up commands attention and respect. **Power Pose 2: Stand up and lean over the table**, making you appear larger (animals do it!) Most women, especially if they work with a lot of men, don't have a height advantage, so you have to use space in other ways. Women often condense themselves when sitting down and take up as little space as possible, but you really need to do the opposite.

Power Pose 3: Sit with your arm spread to the chair next to you, lean back Even if you're sitting, then you still need to try to make yourself as big as possible. According to research, this move shows power and dominance.

Power Pose 4: Stay in a power stance even when no one can see you; for example when you are on the phone talking business, or not wanting to give in. If you're on a tough phone call or writing a really big email, practice your power stances. They'll make you feel stronger. Plus, standing is literally better for your body and can make you more alert.

Power Pose 5: Pretend you're Wonder Woman standing with your feet apart and your hands on your hips. It may feel odd at first, but this is a power pose in its essence. Beyoncé does it, Christine Lagarde does it, and Oprah does it.

"This isn't about what your body language is communicating to others; it's about what your body language is communicating to you: Your body language is changing your mind, which changes your behavior, which changes your outcomes." (Harvard Business Review blog)

Part II

Your Vocal Power

How to improve your own perception of Self-Value through Vocal Distinctions- your voice gives it away. Our voice is a 'telling tool'.

Now let's see how we can improve these habits. How to improve your perception of Self-Value through Vocal Distinctions- our voice gives it away.

Vocal habit #1: Upswing. Many young women have an upswing at the end of each sentence, causing statements to sound like questions. It conveys lack of leadership and authority, and insecurity and often helplessness.

Young women tend to speak in an upswing to set a scene, example: "So on Monday, I was meeting with Susan about the project? And we got to talking about the deadlines and whether they are reasonable? And if they aren't, we should adjust them?"

How to fix it: Tape / check your voice's tone and 'melody' in a few situations and note the results

Vocal habit #2: "Laser" voice The laser voice—as it is referred to—is very intense and comes right out through the mouth, restricting the full voice.

This tone lacks warmth and just "cuts through everything. It also doesn't resonate easily. It's like 'Sometimes we play our voice like an electric guitar that we haven't plugged in'.

How to fix it: Again, relax your throat muscles and let the voice flow through your body rather than only through your mouth. Again, practice it and make sure you always come back to your natural warm voice.

Vocal habit #3: Filler words So, like, we need to, um, are filler words; avoid those you sound inexperienced. Filler words are used in speech because we're programmed to be nervous about making grammatical errors. In truth, filler words are like spam, in essence, listener needs to search for the content.

How to fix it: record yourself and note all the "ums" and "likes." You can also enlist a friend to call you out on verbal static. Learn the topic

Vocal habit #4: Falsetto Women and Men sometimes go into a falsetto tone when greeting someone or helping them. It's as a "customer service" voice. Nothing wrong with using a higher, shriller tone in certain settings, women should be aware that in a business environment, it may be perceived as cutesy. This easily could result that men automatically may put themselves in a power role over you.

How to fix it: Be aware of your settings and which voice is appropriate for different situations. Yes, we change our clothes; we change our voices for our spouses, our kids. But we want to make sure we're code-switching correctly in various situations.

PART III- Negotiating like a Pro

1. Don't be afraid to ask for what you want.
2. Shut up and listen.
3. Do your homework.
4. Always be willing to walk away
5. Don't be in a hurry
6. Aim high and expect the best outcome
7. Focus on the other side's pressure, not yours
8. Show the other person how their needs will be met.
9. Don't give anything away without getting something in return.
10. Don't take the issues or the other person's behavior personally.

Learn, practice, manifest, and greet your new future Self!

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