



# Handout

Monday, September 19, 2011 CONCURRENT SESSION

## CHARISMA – from excellence to significance in 8 steps

### What it isn't?

Not being bossy. Not know-it-all. Not narcissistic. Not a high IQ. Not a genius. Not witty.  
**You can't fake it.**

1. Gestures and poses

2. Focus on THEM

3. Set boundaries

4. Expressiveness

5. Fit in

6. Sensitivity

7. Courage

8. Be confident yet original