

A Presentation About Presentations:

Creating The “Dynamic Actuary”

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What About Bob...?

- Who is Bob Morand?
- And why the heck is he talking to me about presentation skills?

...And Why Presentation Skills?


- Actuaries enjoy increasing visibility in the corporate insurance world
- Actuaries ascend to C-level roles: CEO, CFO, CRO, COO, etc.
- Actuaries gain access to non-traditional roles

Where do I get started?



Definition:

“A successful presentation takes place when the presenter engages the audience through his/her commitment to convey valuable concepts/information by leveraging his/her knowledge, professionalism, personality and style.”



How do I get started?



Step One

Self - Assessment



Self – Assessment: Who am I?

- Yourself
- Personality Traits
- Strengths/Weaknesses



Self – Assessment

Who are you? Who, Who...Who, Who?

(What type of presenter are you?)

- Captain Monotone
- Mr. Okay
- Ramblin' Wreck (or Señor Speed Read)
- Backside Bernice
- The Ummer
- The Mumbler
- Podium Pete
- Face-Down Freddy
(see Backside Bernice)

Self – Assessment: Who should I be?

- Yourself
- Professional Traits
- Strengths/Weaknesses



Self – Assessment Equation:

Who I am + Who I should be =

- Yourself

and

- “Dynamic Actuary” ... with traits that form the communicative me – an actuary poised to participate impressively on multiple fronts of the business world, including within the presentation arena.

How do I become this “Dynamic Actuary?”



Step Two

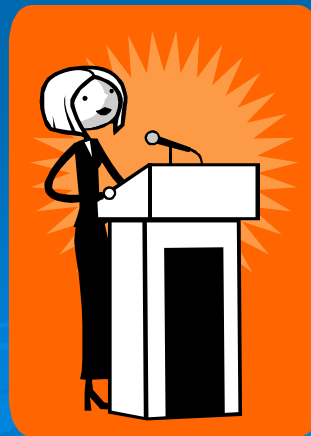
FOLLOW YOUR FEAR!

Be prepared, and excited, to take steps outside of your comfort zone to develop yourself into the “Dynamic Actuary”.

Step Three

And Now, The Key...

Preparation + Performance = Presentation



Preparation

Know...

- The subject matter thoroughly
- The audience
- The number of people attending & size of room
- How to dress
- The technology to be used
- Your fellow panelists' material

Performance

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Verbal – What to work on

- Speaking
(Tone, Attitude, Style, Cadence...things beyond the innate physical)
- Listening
(The stronger the input, the greater your output; “Yes, and...”)
- Presentation Scenarios
(Externally – clients; Internally – bosses, peers, lower levelers)

Performance

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Non-Verbal – What to work on

- Energy
- Enthusiasm
- Physical Presence
- Dress
- Commitment
- Knowledge



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Presentation Breakout Exercises



Recommendations for improving your presentation skills:

- Seek constructive criticism
- Take an acting/improv class
- Practice presentations with co-workers
- Join a book club
- Update your wardrobe
- Observe speeches
- Take an on-camera class
- Take part in group activities that require meeting new people and leadership help
- Exercise

➤ FOLLOW YOUR FEAR!

Again...be prepared, and excited, to take steps outside of your comfort zone to develop yourself into the “Dynamic Actuary”

“If you can’t sell yourself, you’re
going to have a much harder time
selling your ideas.”

- Bob Morand
At His Desk
September 12, 2006