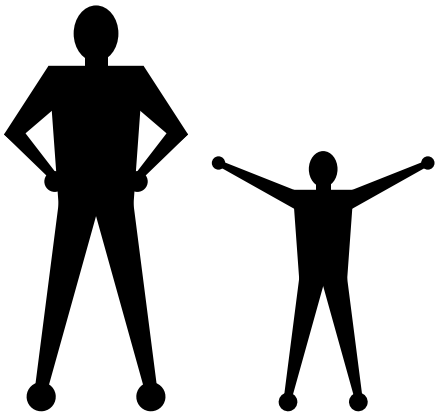
POWER POSE

"Confidence is preparation. Everything else is beyond your control." – **Richard Kline**

Express It

SPEAK IT

Speak what's below *out loud*, with enthusiasm, certainty, and belief. **Improvise** what you say as *much* as you want (actually, this is preferred). **Visualize** what you say - see it in your head before the words leave your lips. **Brackets** contain instructions that explain something specific to do.



What, Why, and How

- A power pose is when you intentionally put your body in a physically and emotionally confident state. It involves:
  - An expansive stance - like you have when you're excited and expressing joy
  - Square shoulders
  - Open arms and legs
  - Deep breathing
- The opposite of a power pose - and something that drains you of confidence and power - often involves:
  - A shrinking stance
  - Hunched shoulders
  - Crossed arms and legs
  - Shallow breathing
- Just before any activity that requires you to be your confident best, you avoid doing anything that puts your body into a weak pose (even something like checking your phone, which puts you in a shrinking stance with hunched shoulders and closed arms).
- When you do a power pose, you ***look*** like you mean business!
- You can actually generate confidence *at will*, simply by doing a power pose. ***How awesome is that!***
- Doing the power pose for 2 minutes:
  - **Increases your testosterone (the power hormone):** Which makes you feel more confident and assertive
  - **Decreases your cortisol (the stress hormone):** Which helps you eliminate anxiety and stress, and makes me feel more calm and in control
- When you pretend to be powerful using a power pose, you actually *feel* powerful, because your body is convincing your brain that it is powerful!
- Doing a power pose can even have an impact on your performance - it makes you more passionate, enthusiastic, captivating, authentic, comfortable, and you think more clearly.
- Your body changes your mind - your mind changes your behavior - your behavior changes your outcomes (see graphic).

- ***When you:***
  - **Start your day**
  - **Need a boost of confidence and power:** Before a meeting, presentation, job interview, or starting an important conversation
  - **Have a free moment:** Standing in my office, reviewing my goals, or whenever

  Then you will:

  - Spend 2 minutes doing a power pose (see graphic). As you do it, you will make sure you also *feel* powerful and confident.
  - **TIP:** To help you feel more powerful and confident while you do the pose, give yourself a pep-talk (preferably out loud) - describe what you're excited about and why you're excited about it, or talk about some of the fantastic benefits of being confident, fearless, passionate, authentic, excited, and so on.