23 Powerful Public Speaking Tips to Boost Your Pitch Skills

Public speaking skills aren't just for speeches: you need to be ready to pitch your ideas, products, services or business opportunity at a dinner party, in an elevator or during a meeting. Presentations are a skill that salespeople, entrepreneurs and small business owners can learn and practice. Here are 23 public speaking tips from experts that you can practice and perfect.



Impromptu, Off The Cuff Speech Tips from The Wall Street Journal: https://www.wsj.com/articles/how-to-overcome-your-terror-of-making-an-off-the-cuff-speech-1543851913

1. Shift your focus toward your listeners and away from yourself.
2. Asking yourself, “What are people waiting to hear from you?”
3. Keep answers succinct and clear.
4. 3 easy to remember steps to get your points across without rambling: State the problem, describe the solution and summarize the benefits.
5. Use a “what, so what, now what?” mental road map—stating the issue or topic, explaining why it matters and laying out next steps.
6. Practice speaking off the cuff: Speak up in meetings, volunteer to give toasts or step up to the mic to ask a question at a conference.
7. Be aware of your body language under stress and avoid misleading tells.
8. Treat your anxiety as a normal response and tell yourself: I’m excited.

How to Hide Your Nerves When Giving a Speech from Fast Company:

https://www.fastcompany.com/90269420/5-ways-you-can-hide-your-nerves-when-giving-a-speech

9. Breathe: focus on the exhale.
10. Pace Yourself: Take a whole body approach to speaking, control and grounding your speech in your natural rhythm.
11. Move From Your Center: Move from your core–not just your arms, to control nervous hand gestures.
12. Stretch Your Vowels: Focus on stretching out your vowels, slurring your sounds together, so you sound sharp and clear.
13. Stand Solid: Put one foot slightly ahead of the other–shoulder width apart to avoid swaying from side to side.

Public Speaking Tips That to Reduce Anxiety and Improve Your Performance from Harvard https://www.extension.harvard.edu/professional-development/blog/10-tips-improving-your-public-speaking-skills

14. Practice and Prepare: Take the time to go over your notes and practice presenting your speech - record yourself, or get a friend to watch and provide feedback.
15. Know Your Audience: Learn about your listeners and create your speech for them.
16. Organize Your Material: Grab the audience's attention in the first 30 seconds.
17. Adapt to Audience Feedback: Watch your audience and adjust your presentation to their response to you.
18. Be Yourself: Let your personality shines through so your audience will trust you.
19. Tell Stories: A story provides a personal touch in a speech that audiences like.
20. Don't Read: Maintain eye contact with the audience and use a brief outline to jog your memory and keep you on task.
21. Control Nervous Gestures: Use nonverbal communication that delivers your message.
22. Limit AV Aids: Audiovisual aids can distract your audience so use them sparingly to enhance or clarify your content.
23. Start and End Your Speech with Strong Messages: Capture your audience right from the start with a bold stat or story, not a canned introduction. Conclude your speech with a strong summary.

Learn More: Pitch Tips for Salespeople, Entrepreneurs and Small Business Owners http://www.thesalesassassin.com/sales-blog/pitch-tips-for-salespeople-entrepreneurs-and-small-business-owners