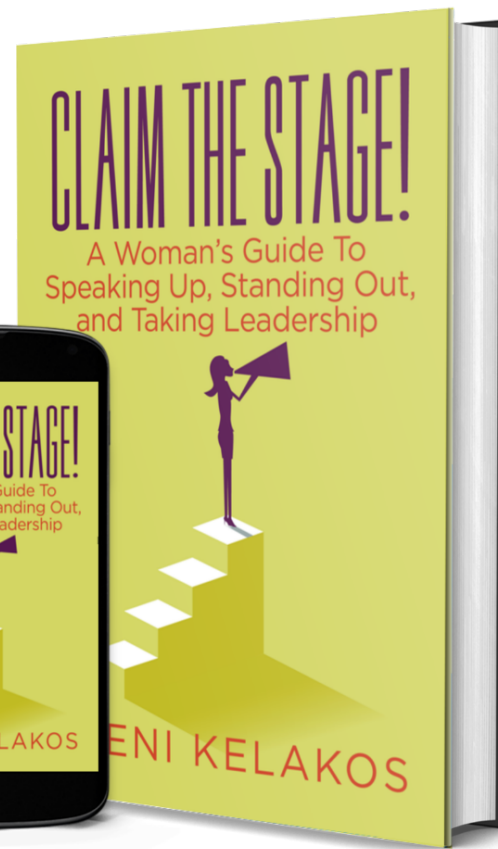
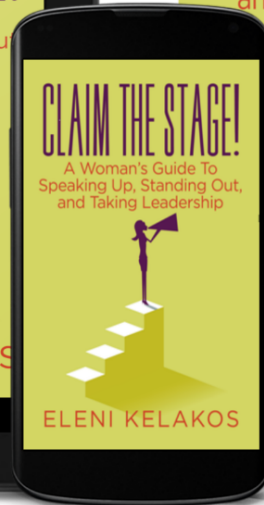
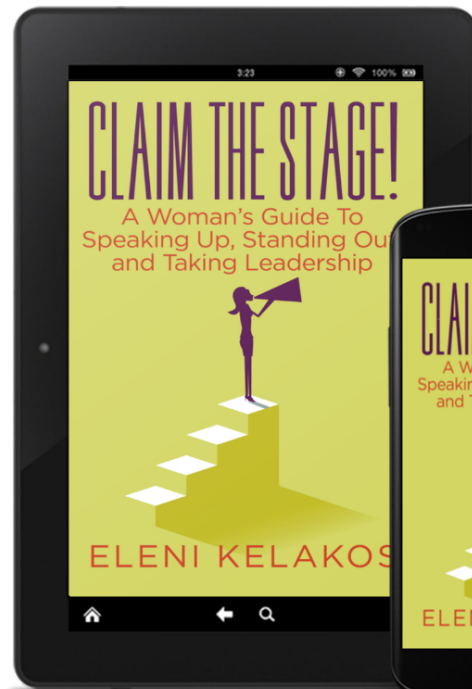


How To Help Women Claim the Stage!



By Eleni Kelakos
The Speaker Whisperer

**CLAIM THE
STAGE**



66.7%

“Men are more confident than women”

“Wait to Speak”: 60%

“Keep opinions to myself”: 55%

“Get quiet and withdrawn”: 49%

Nature



How Our Brains Are Built

Nurture



Social Conditioning





Middle School



Group games
Winners-Losers
More accustomed to critique
Teasing, banter (“play fighting)
Comfort with direct confrontation

Relational (win-win) • group talking • consensus • less critique • discomfort w/confrontation



Schoolyard  **Boardroom**





The 3 Pitfalls:

Pitfall of Politeness

Pitfall of Pleasing

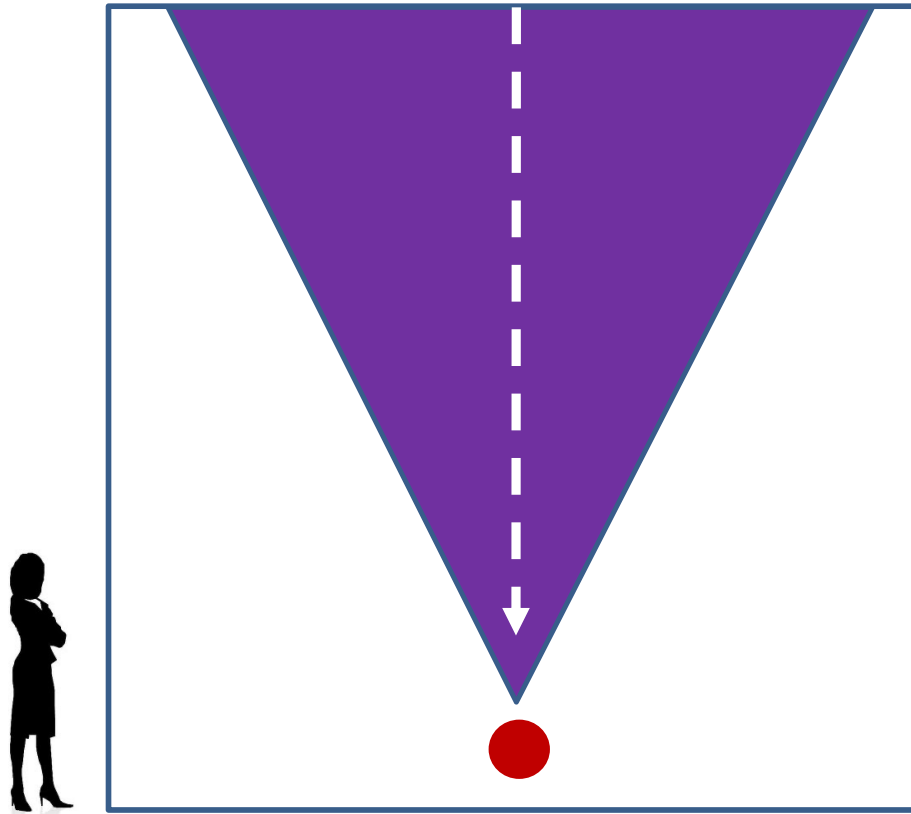
Pitfall of Perfection



5 Ways
Women Can
Help Themselves
Claim the Stage
and...

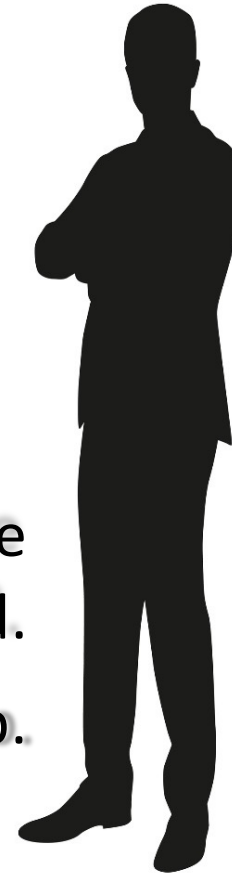
...5 Ways Men
Can Help Women
Claim the Stage





1. Get to the point,
stick to the facts

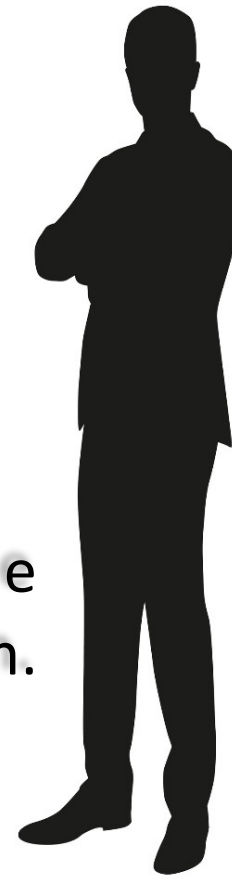
Cue her about how you'd like
information delivered.
Reaffirm value of relationship.





2. Ban wishy-washy (take your cue)

Make room for her in the
conversation.





3. Say it like you mean it

Use active listening/face her

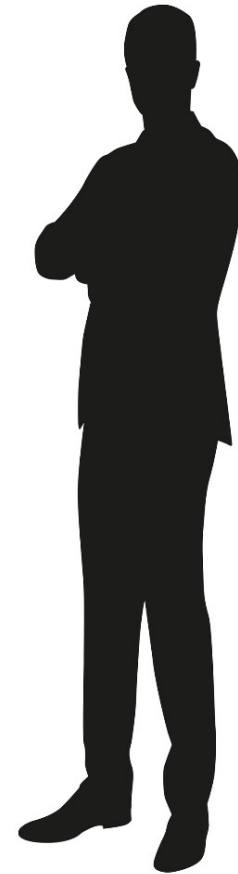
Reflect back emotions &
acknowledge her feelings





**4. Learn to handle interruptions
(and to interrupt)**

Minimize interrupting
Refrain from shouting and bullying
(bigger and louder is not
better, or helpful)

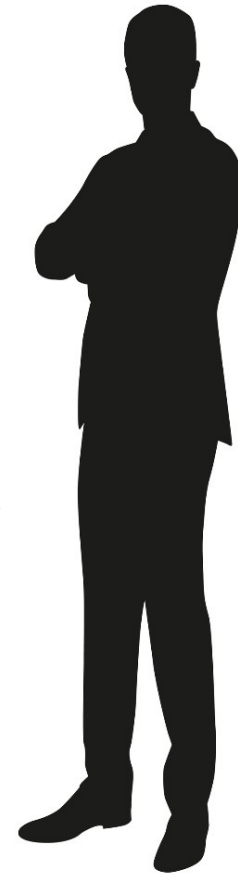




5. Toot your own horn

Give praise, credit &
acknowledgement.

Encourage leadership
& promotion opportunities.



Find Claim the Stage at Amazon.com

