

Session 7

Student & Coach Preparation (complete prior to session)

- Find and watch this video online: [12 Things That Ruin a First Impression Immediately](#) 10:08 mins
- Be prepared to share a related personal story

Purpose of Session

- Understanding the meaning of PRESENCE and the impact it has on success

Agenda (~1-2 hours)

- I. Welcome from the Host** (include description of host company) ~5 minutes
- II. Check-in** ~ 10 minutes
- III. Review one example of each Handshake 5Ps experienced since last session** ~ 5 minutes
 - A. PERSEVERANCE: Doing something despite difficulty in achieving success
 - B. PASSION: A strong feeling of enthusiasm in doing something
 - C. POSITIVITY: The state of being hopeful and optimistic
 - D. PEOPLE: A group linked to a common purpose
 - E. PRESENCE: The ability to project poise and confidence
- IV. Activity*** (page 4) ~ 15 minutes
- V. Personal Story Teller** (e.g. Coach, Host, or Guest Speaker) ~ 15 minutes
 - Share their experiences and lessons learned through background, personal life, professional life, athletic life, etc
- VI. Discussion*** (pages 2-3) ~ 30 minutes
- VII. 5P Self Evaluation*** (page 5) ~ 15 minutes
- VIII. Announcements*** (page 6) ~ 5 minutes
- IX. Check-out** (include take-aways; i.e. what's one thing learned tonight that you will apply in daily life) ~ 10 minutes

Note (*) refer to support material provided

Session 7

Discussion Prompts

1. Which of the 5Ps did you hear in the speaker's personal story? Give examples.
2. Coaches share an experience or personal story that illustrates PRESENCE.
3. How do you describe this PRESENCE in your own words? What is similar about the responses with your teammates?
4. How do the other 4Ps impact and influence your PRESENCE? Do you need them to have good PRESENCE? Why or why not?
5. How would you summarize the message from the assigned video?
6. Why is PRESENCE important for success in sports, career, and in life?
7. In what situation do you feel the most confident? Describe what that looks like. Are there areas of your life you can use more confidence? Which areas and why?
8. Has there ever been a time when you have felt uncomfortable or nervous around someone? Thinking about that situation, what behavior could you change to help you feel more poised, relaxed, and confident with that person.
9. Has someone ever come across to you as overly confident and annoying? What were the characteristics of that person's behavior.
10. Have you ever had to dress up for a special occasion? Did you find yourself behaving differently compared to when you wear sweats and a t-shirt? Why do you think appearance impacts how others may perceive you?
11. Take 10 minutes by yourself to review the Quotes on page 3. Mark which one of the 10 quotes resonate with you the most and why? Privately write your favorite quote down on a piece of paper and give to a leader who will gather everyone's favorite quote. Once all favorites are turned in, share the quote you chose with your team and why you chose it.
12. If you reviewed any of the other videos, what are your takeaways?

Other PRESENCE resources:

VIDEOS

1. 12 Things That Ruin a First Impression Immediately 10:08 mins
2. Body Language Matters – Geno Auriemma on body language and the type of players he recruits <https://youtu.be/tp4mIONS51E> 2:38 mins
3. The Skill of Self Confidence | Dr. Ivan Joseph <https://youtu.be/w-HYZv6HzAs> 13:20 mins
4. How to speak so that people want to listen | Julian Treasure <https://youtu.be/elho2S0ZahI> 9:58 mins
5. Leadership tutorial: Developing executive presence | lynda.com <https://youtu.be/tslO2ZaEdIA> 3:06 mins

6. Behind the science of making a first impression <https://www.today.com/video/behind-the-science-of-making-a-first-impression-1137287235984?v=railb&>
7. LEADERSHIP PRESENCE - Part 1: What Is Presence? <https://youtu.be/1iiK70oGd5M> 8:43 mins followed by 10 more parts that are separate videos. Excellent and educational. Worth taking the time to listen to and practice.

QUOTES, PHRASES, SHORT STORIES (Utilize with Discussion Prompt #11)

1. “Let others see their own greatness when looking in your eyes.” — Mollie Marti
2. “To command is to serve, nothing more and nothing less.” — Andre Malraux
3. “The challenge of leadership is to be strong, but not rude; be kind, but not weak; be bold, but not bully; be thoughtful, but not lazy; be humble, but not timid; be proud, but not arrogant; have humor, but without folly.” — Jim Rohn
4. “You gain strength, courage and confidence by every experience in which you really stop to look fear in the face. You must do the thing you think you cannot do.” — Eleanor Roosevelt
5. “Confidence - Poise and confidence are not possible unless you have prepared correctly. Failing to prepare is preparing to fail. Poise and confidence are a natural result of proper preparation.” - John Wooden
6. “Most people think of poise as calm, self-assured dignity; but I call it “just being you”. - John Wooden
7. “The number one problem that keeps people from winning in the United States today is lack of belief in themselves.” — Arthur L. Williams
8. “Success comes from knowing that you did your best to become the best that you are capable of becoming.” - John Wooden
9. PRESENCE = Poise & Confidence
10. PRESENCE is being comfortable in your own skin.
11. Coach Wooden made it clear that his level of confidence was unrelated to whom the competition was. His confidence was a result of the knowledge that he had done everything within his capability to prepare himself and his team to perform at their highest level—not only with regard to their basketball skills, but in terms of their personal character, too.
12. “If you put your effort and concentration into playing to your potential, to be the best that you can be, I don’t care what the scoreboard says at the end of the game, in my book we’re gonna be winners.” - Coach Norman Dale, Hoosiers 1986
13. “If you are sitting at dinner with your friends, and you are texting somebody who is not there - that’s a problem. That’s an addiction. If you are sitting in a meeting with people you are supposed to be listening and speaking to, and you put your phone on the table, that sends a subconscious message to the room “you’re just not that important.” - Simon Sinek

Activity

Materials Required

- Sticky Notes
- One writing utensil per person

Time Required

15 minutes

Objective

Understand how many things there are that impact your PRESENCE.

Instructions

1. All participants (students AND coaches) get two sticky notes. On one sticky note each participant writes down one behavior, in their opinion, makes the WORST first impression. On a second sticky note, write down one behavior, in their opinion makes a VERY GOOD first impression.
2. Put each participants sticky notes on a wall or table with all the 'WORSTS' together and all the 'VERY GOODS' together.
3. Look at the 'WORSTS' and look for commonalities and differences. Share impressions as to why. Share personal stories.
4. Look at the 'VERY GOODS' and look for commonalities and differences. Share impressions as to why. Share personal stories.
5. Add additional sticky notes describing 'WORST' and 'VERY GOOD' behaviors.
6. Categorize the sticky notes into broader buckets, i.e. Appearance, Speech, Present Moment, etc.
7. Thinking back to the assigned video, are all the twelve in the video represented? Are there any additional behaviors other than the twelve?

Debriefing Notes

1. Are any of the first impression behaviors a surprise to you or one you never thought about?
2. What one behavior are you very good at?
3. What one behavior will you work on to improve?

5P SELF-EVALUATION



Put a check mark in the box the best represents you in response to the statement.

Handshake Student Name:						
Your Handshake Coach's Name:						
Date:	Always	Usually	Sometimes	Rarely	Never	Explain
1. PERSEVERANCE: I am able to resist temptation and stay the course; I don't give up!	<input type="checkbox"/>					
2. PASSION: I have a strong feeling of enthusiasm in doing something.	<input type="checkbox"/>					
3. POSITIVITY: I am hopeful and optimistic.	<input type="checkbox"/>					
4. PEOPLE: I bring out the best in people.	<input type="checkbox"/>					
5. PRESENCE: I am able to project my sense of self-assurance, poise and confidence.	<input type="checkbox"/>					

QUESTIONS:

Have you improved on any of the 5Ps throughout the year? If so, in what way?

Which of the 5Ps do you still have the biggest opportunity for growth and improvement?

Discuss with your Handshake Coach why you chose this 'P'.

Create some simple action steps with your Handshake Coach to work on improving this 'P'.

If the Student or Coach has the completed evaluation from the beginning of the year, pull it out for comparison and discussion.

ANNOUNCEMENTS

1. Share out of any personal accomplishments, awards, major decisions, life changing event that have occurred since the last meeting.
2. Share out of any upcoming big games or events.

HANDSHAKE **SPECIAL SCHOLARSHIP APPLICATIONS OPENING SOON!!**

This Scholarship opportunity is on top of the \$1,000 Handshake America Scholarship each Handshake Student (in good attendance standing) will receive at the Annual Assembly.

Be on the lookout via email for application instructions and deadline.

2019 STUDENT APPLICATIONS DUE NOVEMBER 15TH

Know coachable junior student-athletes with grit?
Invite them to apply to the 2019 Handshake America Program.

Accepting applications NOW.

For more information and to apply...

Go to: <https://www.handshakeamerica.org/apply/>

NEXT & LAST SESSION

ANNUAL ASSEMBLY #8

Wednesday January 23, 2019 7PM

Abercrombie & Fitch Home Office in New Albany

Attendees: All Handshake Students & Coaches & their guests (family, friends, school members, etc)

(More details and Preparation instructions to follow via email)

SOCIAL MEDIA CONTENT CONTRIBUTION

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