Session Title:
(CS-9)

Speaker:
Lee Silber
Positive-Lee Speaking
San Diego, CA
WELCOME TO THE

THE GIFT OF GAB

WITH LEE SILBER
I’d rather be dead

Than have to speak to in public to strangers
If it doesn’t challenge you it won’t change you
What we fear most is usually what we most need to do.

RALPH WALDO EMERSON
LIFE BEGINS
AT THE END
OF YOUR
COMFORT ZONE
We may ask why “they” have everything we want while we wonder why. The reason is “they” went all in.

LEE SILBER
WHAT IF?

If you knew you could not fail, what would you try?
Fear makes strangers of people who would be friends.

SHIRLEY MACLAINE
I’m trying to go through life without looking stupid. It’s not working out so well.

BRIAN REGAN
I don’t want to look stupid
I don’t want to fail
I don’t want to be rejected
REAL FEAR
BE BRAVE

Feel The Fear and Do It Anyway
WE’RE ALL BRAVE UNTIL WE REALIZE THE COCKROACH HAS WINGS.
The best conversationalists have had a lot of practice.
OPRAH

Caring
The gift of gab is the ability to speak with eloquence and frequency.
Chattiness is not always a sign of a good conversationalist.
A good conversation is like a mini skirt—short enough to retain interest, long enough to cover to the subject.

CELESTE HEADLEE
LOST ART?

Conversations are still important, but different.
Most people looking at a phone, talking over one another, and because of social media, they think everything they say is interesting.
The gift of gab is not a gift—it’s learned.
The tips for the gift of gab are mostly common sense—which is a lot like deodorant, the people who need it the most never use it.

LEE SILBER
PROFESSIONAL
PERSONABLE
APPROACHABLE
LIKEABLE
BE THE TYPE OF PERSON YOU WANT TO MEET.

—DAVE GROHL
FASCINATING

Be the most fascinating person in the room.

1. Made them laugh.
2. Made them think.
3. Made them feel good.
4. Made them feel important.
5. Helped or taught them.
6. Pumped them up.
7. Listened to them.
IN GENERAL

Overall Ideas
Wi-fi went down for a few minutes and I had to talk to my family. They seem like nice people.
1 MINUTE

- Talk about all the things you have in common with someone sitting near you.
Rapport comes from finding things in common.
Everyone has a hobby (or is it a habit) that you could ask about. If not, talk about food, music, or your favorite movies.
MOVIES
MOVIES

• What are your favorite movies?
What are your favorite movies?

The Godfather, Shawshank, Star Wars, Back to the Future, Good Fellas, Gladiator, Hunt For Red October, Saving Private Ryan, and Silence of the Lambs
Read outside of your interest to know a lot about a little.
Life is like one big Mardis Gras. But instead of showing your boobs, show people your brain, and if they like what they see, you’ll have more beads than you know what to do with.
Watch the news and stay on top of current events and trends.
Don’t wear skinny jeans if you don’t have skinny genes.

WILL FARRELL
In the 1960s, Mary Tyler Moore was a trailblazer.
Expand your vocabulary.
MANTRUM

(n) the childish rage displayed by a grown man when he doesn’t get his way.
Have a diverse group of friends.
Keep the people who hate you away from those who are undecided.

CASEY STENGEL
People are generally nice and polite.
LET GO

Let go of the outcome.
• Trying to be perfect
• The fear of missing out
• Need for everyone to like us
• Trying to do it all ourselves
• Controlling everything and everyone
• Trying to please everyone
GO WITH YOUR GUT

Don’t over think things—go with the flow.
See things from their perspective.
The message being sent today is “We don’t care about you”.
Dear Customer Service:

First of all, you should know I am typing this with my middle finger

...........

someecards user card
RESPECT

The thing everyone wants is . . .
There’s no need to fake paying attention if you really ARE paying attention—and why not? Everyone is unique, has unique stories, and knows something we don’t.

LEE SILBER
WHAT DO YOU DO?

The answer is . . .
It’s not what you do, it what you can do . . . for them.

Lee Silber
Knowing how you help others makes you more confident.
You can have everything you want if you will just help enough other people get what they want.

ZIG ZIGLAR
• Encourage them to talk about themselves and what they want to talk about.
You don’t have to prove yourself or one up others in a conversation to look good. Let them shine.

L E E S I L B E R
Give honest and sincere praise.
Make sure everybody counts and they know that they count.

LEE SILBER
I've got your back!
I have no special talents. I am only passionately curious.

ALBERT EINSTEIN
Better conversations start with better questions. Ask open-ended questions.

What are you most afraid of?
QUESTION
QUESTION

• Did you know the first protective cup was used in hockey in 1874, and the first helmet was worn in 1974. This means it took 100 years for men to figure out their brain is also important.
Listening is equal to talking in importance.
Listen and silent have the same exact letters
FUN FACT
FUN FACT

• We talk at a rate of 225 words per minute.
• We have the capacity to listen to and understand 500 words per minute.
If your mouth is open, you’re not learning. Every conversation is a chance to learn something new. Give people space to talk.

LEE SILBER
QUIET
QUIET

• When in the car looking for an unfamiliar address, why do we have to turn the music down?
Minds are like parachutes; they only function when they are open.

JAMES DEWAR
AREN'T WAFFLES JUST PANCAKES WITH ABS?
I’m not okay, you’re not okay, and that’s okay.

DR NATASHA JOSEFOWITZ
What’s your area of genius?
What brings out the best in you?
What is your “Relativity”? 
Women are better communicators than men—to which I only have one thing to say . . . “duh.”

LEE SILBER
TRUE?
• Men socialize by insulting each other, but they don’t really mean it.

• Women socialize by complimenting each other, and they don’t really mean it either.
My wife and I were drinking wine when she said, “I love you so much, I don’t know how I could live without you.”
PROBLEMS
Women focus on how to create a solution by talking through issues, and utilizing emotion and empathy.
PROBLEMS

- Women focus on how to create a solution by talking through issues, and utilizing emotion and empathy.

- Men tend to be more task-oriented, less talkative, more logical and less emotional.
FORD

• Family
• Occupation
• Recreation
• Dreams
Oh, you hate your job? Why didn’t you say so? There’s a support group for that. It’s called everybody, and we meet at a bar down the street.

DREW CAREY
THE BEST
THE BEST

• What makes for a great conversation?
• Have you ever had a great conversation while on a plane? Why is that?
• “Yes, I’m a female Captain which is good, in the unlikely event we get lost, I won’t be afraid to ask for directions.”
When in doubt about what to talk about, talk about pets.

LEE SILBER
I chewed my Mom’s shoes 2 hours before she needed them!
People love a good laugh.
The real art of a conversation is not only to say the right thing at the right moment, but to leave unsaid the wrong thing at the tempting moment.

UNKNOWN
Politics and Religion are off the table.
Everyone appreciates your honesty and candor until you're honest and candid with them—then you're just a jerk.

UNKNOWN
No negativity and no gossip.
Don’t criticize, condemn, or complain.

Dale Carnegie
Let other’s save face even when they’re wrong.
Only dumb people try to impress smart people. Smart people just do what they do.
The only way to win an argument is to avoid it.
THEY’RE RIGHT?

The other person isn’t always right . . .
but they always think they are.
Develop your own signature stories.
Based on a true story . . . unfortunately.
What you put out you get back.

O P R A H
I FIND THAT SHOWING MY PEOPLE WHAT TO DO IS BETTER THAN TELLING THEM HOW TO

—JOHN PAUL DeJORIA
Positive thinking will help you do anything better than negative thinking will.

ZIG ZIGLAR
Choosing to only do the right thing simplifies your life
Do The Right Thing

NAVY HELICOPTER PILOTS’ WIVES
LAUGH AT YOURSELF

Start with self-depricating humor—and stick with it.
MATT FOLEY
Motivational Speaker
Let some thoughts go and be in the moment
Perfectionism is the enemy of happiness and creativity. Fortunately, I have OCD and ADD so I only have to be perfect for a short time.
People want to get to know YOU.
HAPPY TO BE HERE
I used to give over 100 speeches a year, but I have become more selective after a life-changing event.
Now when people suck the life out of me, I think, wouldn’t it be nice if they took some fat, too?

LEE SILBER
IMPROV

- We’ll start with a word and then keep adding words on.
- When the balloon comes to you say the first word that comes to mind.
IN PERSON

How To Make Others Say “Wow!”
We don’t meet people by accident. They are meant to cross our path for a reason.

SUNSHINE BLAKE
STRANGERS
• In the past we were told to not get in a strangers’ car, and not to meet people on the Internet.

• Now we summon strangers from the Internet to get in their cars—and then give them money.
You don’t need to know everyone, you just need to know the person who knows everyone.

LEE SILBER
GO SOLO
GO SOLO

- Go sit alone to force yourself to meet others.
- Set a goal of how many people you will meet.
- Be open and inviting and give them a reason to chat.
- Don’t wait for them to come to you.
When you look good you feel good.
Do you ever wish you had a second chance to meet someone again for the first time?

LEE SILBER
Don’t underestimate fresh breath.
I judge people by how they smell, not how they look.

JENNIFER LOPEZ
SMILE TEST

Smile and the world smiles with you
Don’t stand so close to me.

THE POLICE
Personal space is between 18” and four feet.
We are living in the world of Twitter.
We have what it takes to take what you’ve got.

INTERNAL REVENUE SERVICE
Pay attention to what’s going on for things to talk about.
NO U DITN'T
PRESENT

Be all in and really connect with people
Stand back to back to the person next to you and change one thing about your appearance.
WHAT'S IN A NAME?

It's a small thing that makes a big difference
Non-verbal clues are from the emotional brain making them more honest.
• Friendly, relaxed, approachable.
• Make eye contact and smile.
• Uncross your arms and legs.
• Open up and take up space.
• Men’s feet apart by 8”
  Women 4” to 6”
• Hands visible.
• Stand tall.
Listen with your eyes—and ears.
SIMON SAYS
What Do You See?
SIMON SAYS
What Do You See?
SIMON SAYS
What Do You See?
BLINK

• Too much blinking is usually not a good sign.

• A person who looks to the left is trying to recall a memory and is likely telling the truth.

• A person who looks up and to the right is turning to their imagination and may be making something up.
A person’s pupils will dilate when they like you or what you’re saying.
• Tell the person next to you two things about yourself but make one of them false.

• Next, see if they can guess which of the two things is untrue.
Leaning in is a good sign.
INTO YOU
INTO YOU

• Mirroring is a good sign.
• Prolonged eye contact is great.
• Nodding slowly means they are listening.
• Resting their head in one hand to focus.
• Their feet and body face you.
Remember when we were poor?

No.

Leaning away is a bad sign.
BAD SIGNS
BAD SIGNS

• Fidgeting is not good.
• Head in both hands means they’re bored.
• Looking at the exit sign is a sign—not good.
• Arms crossed means they are closed off.
• Feet and body pointed away is bad.
IN WRITING

How To Make Others Say "Wow!"
What is the one thing they need to know? Stay on message.
Sometimes I use big words I don’t always understand in an effort to make myself sound more photosynthesis.

LEE SILBER
Fresh fish
from the
pacific ocean
served here.
Dine in or
take out.
FRESH FISH
Clear communication eliminates a lot of misunderstandings and wasted work.
“Your number two is our number one.”

THE TURD BURGLAR SLOGAN
Simplicity is the ultimate sophistication.

LONARDO DA VINCI
I never metaphor I didn’t like.
METAPHOR

• Find an object in the room that could be a perfect metaphor for what your life is like.

LIFE IS LIKE riding a bicycle TO KEEP YOUR BALANCE you must KEEP MOVING

ALBERT EINSTEIN
The best writers are readers.

STEPHEN KING
When I first read Harry Potter books I identified with Harry. Now that I’m older I fear I may be the girl who cries in the toilet.
E-mails are like tattoos, they’re a permanent reminder of a temporary feeling.

LEE SILBER
ABE LINCOLN’S FAMOUS JUNK DRAWER
ABE LINCOLN’S FAMOUS JUNK DRAWER

Write it, Read it, and Then Put it Away
Subject lines are like headlines.
Five times as many people read the headline as the copy. When you’ve written your headline, you’ve spent 80 cents out of your dollar.

DAVID OGILVY
ON PHONE
How To Make Others Say "Wow!"
It’s not what you say, it’s how you say it.
• Place a mirror in front of where you talk on the phone as a reminder to smile when you talk.
People prefer a smooth, warm voice with depth.
IN TUNE

• Your voice is your instrument. Master it. Improve it.

• Whining warm up.
• **Tone:** Depth comes from deep in your chest.
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• Articulation: Enunciate to be better understood.
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• **Articulation:** Enunciate to be better understood.

• **Inflection:** Use vocal variety to not be monotone.
• **Tone**: Depth comes from deep in your chest.

• **Articulation**: Enunciate to be better understood.

• **Inflection**: Use vocal variety to not be monotone.

• **Pacing**: Slow to emphasize, fast to excite..
- **Tone:** Depth comes from deep in your chest.

- **Articulation:** Enunciate to be better understood.

- **Inflection:** Use vocal variety to not be monotone.

- **Pacing:** Slow to emphasize, fast to excite.

- **Pausing:** The silent pause is a powerful tool.
• **Tone:** Depth comes from deep in your chest.

• **Articulation:** Enunciate to be better understood.

• **Inflection:** Use vocal variety to not be monotone.

• **Pacing:** Slow to emphasize, fast to excite.

• **Pausing:** The silent pause is a powerful tool.

• **Volume:** Loud for the people in the back, whisper in front.
“Basically, I only play one character; I just play him at different volumes.”
People said we have 19 albums that all sound the same. That’s not true, we have 20 albums that all sound the same.

ANGUS YOUNG
Have good greeting when answering a call.
Sorry I’m not in right now. I’m busy making changes in my life. Please leave a message. If I don’t call you back, you are one of those changes.
LAST WORDS

Don’t Wait Until It’s Too Late
I’VE LEARNED THAT PEOPLE WILL FORGET WHAT YOU SAID, PEOPLE WILL FORGET WHAT YOU DID, BUT PEOPLE WILL NEVER FORGET HOW YOU MADE THEM FEEL.

—MAYA ANGELOU
TOAST
To a Group of Great Conversationalists
THANK YOU

Thank you for being a friend
THINK. LAUGH. LEARN.

LEE SILBER

It’s more than a speech
It’s an experience

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