

10 tips for using **IMPROVISATION**

- 1** Apply the following improvisational techniques to both your professional and personal relationships and watch the results!
- 2** Accept all offers and do so enthusiastically!
'Saying YES is the foundation of all relationships'
Also remember, the more power an individual has, the more it matters whether he/she accepts or rejects an idea.
- 3** Remember the mantra 'Make your Partner look Good!', making it your responsibility that your partner is successful.
- 4** Gotta have trust!
The formula is: **TRUST = $\frac{\text{Credibility + Intimacy}}{\text{Risk}}$**

The higher the perceived risk of a given task, the more confidence someone must have in you (credibility) and the greater the connection you need to have (intimacy).
- 5** Be spontaneous! If you fail, stay cheerful, remember mistakes are gifts! Don't censor yourself!
- 6** Be willing to look foolish! If you can't sing, then sing LOUD! Commitment is more important than perfection. The willingness to do something and risk humiliation gives you a freedom to learn secrets that result in success!
- 7** Listen even better! It's less about taking in more information and more about being more conscious of the information we take in. Being 'in the moment' will heighten your awareness.
- 8** Tell stories! Research shows that people LOOOVE stories. They are the essence of communication. Stories trigger emotions, stimulate associations and activate memories.
- 9** Non-verbal communication... align your voice, body and words with your message. If all three are not congruent, the listener will either be confused or worse yet, they won't believe you.
- 10** Status exists everywhere. In our words, actions, clothing, title and knowledge. However, it is not something we are, it is something we do! We are very aware of (often unconsciously) and motivated by status. With increased status, one appears calm and confident. With decreased status, one appears nervous and eager to please. Most importantly, the more equal the status, the smoother the communication!

This information has been adapted from the book *Training to Imagine* by Kat Koppet and can be ordered from www.amazon.com.

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