

“Your answers are nothing more than miniature presentations, and they should be rehearsed just as much, if not more, than the presentation itself.”

– Nathan Gold

The Power of the Pause:

Answering a question too quickly can sometimes lead to the opposite impression you are trying to make. Learn how pausing before answering can be very powerful and help to create a good rapport with your audience.

Keynote Lecture Notes:

Impact Question: What will you do differently as a result of what you’ve learned from this module?

Questions for you, the entrepreneur

1. Do I pause before answering questions?
2. Do I give myself time to think about the question before answering?
3. Are the pauses I'm taking creating a good or disruptive rapport with the audience?

Questions for the team

1. Do we pause before answering questions?
2. Do our team members give enough pause before answering questions in order to allow for the whole question to sink in?
3. Are the pauses we're taking creating a good or disruptive rapport with the audience?

<p style="text-align: center;">Readings</p> <p>Notes:</p>	<p style="text-align: center;">Founder Genius</p> <p>Notes:</p>
<p style="text-align: center;">Other Related</p> <p>Notes:</p>	<p style="text-align: center;">Tools</p> <p>Notes:</p>