



Name: _____

Date: _____

Results: _____

Instructions

You just answered some short questions about your voice and what you want as a communicator. Below are some answers, explanations and suggestions for you to take away and use. Enjoy!

Answers: Read all about yourself.

1) _____ **Q1: Do you like the sound of your voice?**

ANSWER: Yes

You are a rare bird! Most people hate the sound of their voice



on the answering machine!

Want to know the reason why?

It's because when you speak you hear yourself through two channels- through the bones of your head-channel 1 (an internal vibration) and through your ears-channel 2 (sound vibration coming from outside). In effect you hear yourself in stereo. Now...when you hear your voice coming back to you from the answering machine...you only hear one channel-that's right...you're now hearing yourself in mono. And in anyone's books, mono doesn't sound anywhere as good as stereo! So that's the usual reason why people don't like the sound of their voice on the answering machine. However anyone can learn to improve the sound of their voice. If you're keen to learn more, check out our course suggestions for you.

Courses you could benefit from would be: [Personal Voice Coaching](#), [Executive Speaking Skills](#), [Telephone Tone](#), and [Public Speaking](#).



ANSWER: Does anyone? Join the club! Most people hate the sound of their voice on the answering machine!

Want to know the reason why? We've just mentioned it above, but here it is again...It's because when you speak you hear yourself through two channels- through the bones of your head -channel 1 (an internal vibration) and through your ears -channel 2 (sound vibration coming from outside). In effect you hear yourself in stereo. Now...when you hear your voice coming back to you from the answering machine...you only hear one channel- that's right...you're now hearing



yourself in mono. And in most people's opinion, mono doesn't sound anywhere as good as stereo! So that's the usual reason why people don't like the sound of their voice on the answering machine. Add to that poor voice skills and you're an ideal candidate for some voice training.

You might consider the following courses: **Personal Voice Coaching, Executive Speaking Skills, Public Speaking, Special courses on-Accent Reduction and Elocution**

ANSWER: I'm sure I can sound better. Glad to hear you have an open mind.

Just like anything in life, you can always keep getting better and better. However, you might like to know that you are getting better at doing the "right" thing not better at doing the "wrong" thing. That's why expert guidance is very helpful. You get to learn how to do things "right" the first time. Learning how to improve your speaking isn't rocket science.



It does however, demand you breathe, move and think in ways that help you communicate more effectively. Come and brush up on your skills and check that you are doing things the right way.

You might enjoy: **Personal Voice Coaching, Executive Speaking Skills, Public Speaking or Executive Presentation Skills training.**



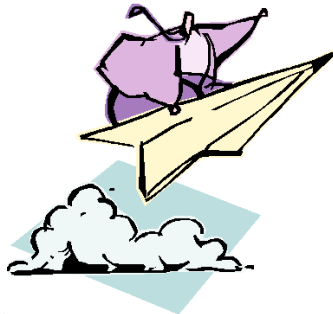
2) _____ **Q2: Do you want more power, energy or control?**

ANSWER: Yes, why not! Why not indeed! Most people want to feel alive, happy, powerful and energised. However, nerves set in when you open your mouth to speak and when you stand up to present yourself and your ideas. Ever had that



"butterflies" in the stomach type of feeling?

You'll find that doing a Voice Business course (and learning what we call the "Martial Art of Speaking") will get you in control of those butterflies and have them flying in formation!



Good courses to take if you want more power, energy and control would be:

Public Speaking, Executive Presentation Skills, Executive Speaking Skills, Personal Voice Coaching, Emotional Intelligence for Managers.



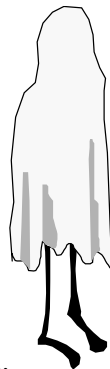
ANSWER: No. I'm cool. WOW! You must be a powerhouse!



Maybe you'd be interested in developing another aspect of yourself. Perhaps you'd like to learn how to deliver "emotional value" to your customers; maybe you'd like to know a bit more about extending your influence through video or teleconferencing.

Good courses for you would be: **Media Skills, Advanced Presentation Skills, and Videoconferencing** and how about this cutting edge course: **Emotional Intelligence for Managers or Emotional Value.**

ANSWER: Yeah...but not too much. Ok, we get it. Sometimes we just like to fade into the background and not big-note ourselves. It's safer that way. We avoid the judgment of others and potential humiliation if we fall short of expectations. That's fine. However, have you ever secretly wanted to be the VIP in the room?



And go from this....



to this...

If so, we have a great course to help you build your confidence **while** building your skills as a communicator. Check out: **Personal Voice Coaching, Public Speaking or Executive Presentation Skills training.**



Q3: Do you want to sound clearer?

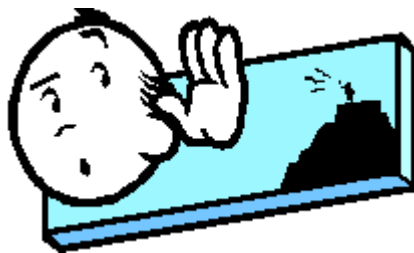
3) _____

ANSWER: Yes please. To be heard you need to have clear diction, speak at an audible level, and project your voice properly!



The best courses to improve these skills are: **Personal Voice Coaching, Executive Speaking Skills, and Public Speaking, Special coaching-elocution or accent reduction.**

To be understood requires that you check in with your listener or audience to see that they are receiving your message.



The best courses to improve these skills are: **Executive Presentation Skills, Public Speaking, Team Communications, The Telephone Tone, and Telemarketing.**



ANSWER: Mumble...mumble. Enough said! (or NOT enough said if the truth be told!) Time to get your mouth in gear and your mind into commitment mode.



Yes, you're fixable!

Best courses for you would be: **Personal Voice Coaching, Accent Reduction or Elocution and Vocabulary.**

ANSWER: I'm O.K. Well congratulations! You must have a high success rate with your communications.



Never the less, as a wise learner, you know that there is always more to learn. You are probably a leader in your field, and enjoy having people respond positively to what you say. You may head up a team of people, in which case you might like to know about some of our team communication and facilitation skills training courses. And how about webcasting or videoconferencing?

Have a look at: **Team Communications, Magnificent Meetings, Facilitation Skills, Consulting Skills Course or Webcasting and Teleconferencing Techniques.**

And how about this cutting edge course: **Emotional Intelligence for Managers.**



4) _____ **Q4: Do you want to sound interesting?**

ANSWER: You bet! Well it certainly helps to have something interesting to say. Do



you know how to plan a speech or presentation? We have courses to help you do just that. Or what about your diction? Can you speak clearly and audibly, or have people told you that you mumble or that they can't hear you? Often when we get anxious we speak badly. It's because we get tense and stop breathing properly. If this happens to you try out the exercises we give you in the following courses:

Personal Voice Coaching, Executive Speaking Skills, Executive Presentation Skills, Public Speaking, Presentation Skills Training.

For help with planning an organising your material- all of the **Presentation Skills Courses** are great.

ANSWER: I'm already interesting. Fantastic! You're clear and interesting already. Well that's good. People will enjoy hearing you speak. Have you ever considered extending your skills and becoming a media star or public speaker?



It's challenging and a lot of fun...not to mention well paid. Have a look at these courses:

Media Skills, Public Speaking, Voiceover and Broadcasting



ANSWER: Who ...me? And why not you? Everyone has something to say. Maybe you just don't know how to say it. Perhaps people have told you that you sound too soft or monotonous. Maybe you don't know how to put your thoughts together in a way that makes a good speech or presentation. Maybe you're a bit shy and reluctant to put yourself forward. Well relax. We have ways of helping you develop your speaking "courage" by learning vocal variety, breathing, diction, projection and all sort of other great techniques to get you going down the path to success. Nelson Mandela was inspired by what Marianne Williamson once said:



"Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us. We ask ourselves, Who am I to be brilliant, gorgeous, talented, fabulous? Actually, who are you not to be? You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you. We are all meant to shine, as children do. We were born to make manifest the glory of God that is within us. It's not just in some of us; it's in everyone. And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others."

So we ask you again ...And why not you?

Course to help build your speaking courage are: **Personal Voice Coaching, Executive Speaking Skills, Public Speaking, Executive Presentation Skills.**



Q5: Do you want to be heard and respected?

5) _____

ANSWER: Pardon? Oh yes. Respect comes to you when you perform well, care about others, and do your best no matter what.



Learning new skills and training in new techniques helps you develop abilities that earn you not only the respect of others, but more importantly the respect of yourself. Nothing is more pleasing than the feeling of a job well done, or hearing the sweet sound of success in the thunder of applause. Perhaps you enjoy receiving words of praise from people who matter to you, and hearing the "ching" of the cash register as yet another happy customer buys your products or services. If this is for you, why not consider developing your emotional intelligence or presenting repertoire by taking one of these courses :

Presentation Skills, Media Skills, YouTube your Business, Emotional Intelligence, or Telephone skills

Or in fact **any of the courses we offer.**

After all, they are all designed to help you develop YOU.



ANSWER: No, I don't care what people think of me. If you are a person who is already earning the unconditional respect of yourself and others, congratulations! The world needs more people like you. Perhaps you might consider developing your mentoring or leadership skills and pass a little of your magic along.



Why not consider developing your -

Emotional Intelligence, Public Speaking skills or even Broadcast and Media skills.

We might see you on TV sooner than you think!

ANSWER: Of course I do! We were hoping you'd say that! One of the things that good training will help you do is identify what is working for you and what isn't. Having a sympathetic expert on the outside of you, checking what you're currently doing that's getting in the way of you being heard, can be very empowering. We give you a thorough checkup and identify your communication strengths



and weaknesses and then show you how to fix them.

Courses to consider are: **Personal Voice Coaching, Executive Presentation Skills, and Public Speaking**



6) _____ **Q6: Do you want more confidence?**

ANSWER: Doesn't everyone? You're right. Good speaking skills are an important part of what makes a person feel confident. However, good command of your body, the way you move, gesture, use eye contact, dress, act and develop



your ideas, all go to help build confidence too. You might be interested in developing any or all of these. Or maybe you want to finesse your presentations or speeches or just do something fun and different. If this is the case, have a look at the courses below.

Presenting You-Dress, Voice &Image , Public Speaking for Dinners, Weddings and Social Occasions, The Telephone Tone, Interviewing Others

ANSWER: No, I'm brilliant That's fine by us! Maybe you're a great communicator already or perhaps you are brimming over with confidence. Maybe some other type of skill would boost your esteem more than "speaking skills". Fair



enough. How about venturing into a new area? Maybe videoconferencing or media skills? And what about a complete career back flip. Become a radio star and learn to make a fortune doing voiceovers. Confident people need a challenge to test themselves and grow. What's yours? Have a look at :

Emotional Value, Voiceover and Broadcasting, Video or Teleconferencing, or Media Skills.



ANSWER: Bring it on! Whoa! Glad to hear that you are raring to go! However, we don't want to rush things. We're going to introduce you to some great relaxation techniques too. Often people jump from one conversation to another and forget to be really "present". As you can see, that word "present" features pretty heavily in the word "presenting". And for good reason. If you want to feel confident, you have to reach the point of feeling totally connected to yourself, the people you're speaking to, your material and your surroundings. If that sound like a big challenge...you're right. So come and



learn how to take on the monster!

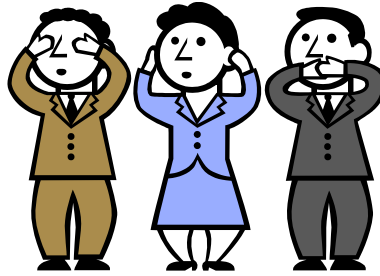
Q7: Do you like learning...

7) _____

ANSWER: by doing. We bet you're the type of person who wants to **use** what you learn, not just talk about it. Well you'll be pleased to know that our training is fully interactive. You get to do, move and feel your way from tension to confidence. We believe that you can't speak or present properly if you don't know how to use your body well. So we show you.

ANSWER: by seeing. Look, we know you're quick to get the idea. So we describe everything to you in bright, colourful detail. You draw the pictures in your head and connect up your mouth and away you go. Not too fast now!

ANSWER: by listening. Talking is all about noise and silence. We'll discuss the very best way for you to flow with sound. Breathing and vibrating, you'll be hearing sweet music coming from yours truly in no time.



ANSWER: All three. All your senses are brought into play if you're taught properly. We leave nothing to chance. When we meet with you we'll find out how you like to learn best, and we'll tailor the course to suit you. If you are attending a group workshop, we'll use language that opens up the mind, activates your energy and triggers great learning from everyone present. We'll demonstrate to you how to present and how to inspire.

8) _____ **Q8: Do you think you are teachable?**

ANSWER: Sure, if the teacher is good enough. If you're going to explore new frontiers it pays to get a good guide. We make sure that not only are all our trainers at The Voice Business fully qualified in their field of specialty, they are in fact, the best of the best. Friendly, knowledgeable, good communicators and able to teach... so you find it easy to learn.



However, that means they expect you to step up too. Learning is a partnership and to get the results you want, you'll need to put in the practice. All our courses are designed to fit in with your everyday working life, so you won't have to stop doing anything (except your bad habits!). Expect to spend about 30 minutes a day speaking and listening while you're doing the course. Not too bad eh!



ANSWER: Duh? Okaaay ☺ Maybe this isn't for you. However, we've never met a person we couldn't teach. So come on in any way!



You could be pleasantly surprised!

ANSWER: I'm a great student and have qualifications to prove it.

That's excellent. We like working with bright people. However, anyone with a will to learn and a desire to be better is Ok by us. We teach people from all walks of life and from all industries. We've been into sky high boardrooms and down the mines. We've been on board huge cruise ships and in tiny church halls.



We've taught film stars and chefs, business mums, IT whiz kids and highly experienced CEOs. We absolutely love meeting new people. You enrich our life in similar ways to the way we hope to enrich yours.

Courses to consider: **Executive Speaking Skills, Public Speaking, Elocution and Vocabulary as well as Voice over and Broadcasting & Media Training**



9) _____ **Q9: Would improving your voice make you feel good?**

ANSWER: Yes...I really want to do this for myself. Who wouldn't! It feels great to get your message across to your listeners. They leave feeling informed, interested and eager to act on the ideas you successfully communicated.



What more can you want? ...Well, success breeds success and to finesse your skills is a wise investment. Why not discover new horizons in presenting or speaking? They're there. That's for sure. Have a look at:

Presentation Skills (Advanced) Interview Skills, Magnificent Meetings, The Telephone Tone or the Consulting Skills Course.

ANSWER: I feel fine...but people at work will be impressed. Perhaps you feel fine with your ability to present and communicate. Excellent. However, you might like to develop even more skill.



You might like to look at the advanced courses we have or perhaps branch out into other areas such as:

Teleconferencing, Webcasting, YouTube your Business, Media Skills or Emotional Intelligence.

There's something for everyone here at The Voice Business.



ANSWER: Aren't we born to improve! Now that's a philosophy we heartily agree with. We want the best for you, and have designed some superlative courses to help you get there. We've been in business successfully trading since 1983, just because we are always looking for ways to improve our services to you.



What we ask of ourselves, we ask of you. Commitment, dedication, open-mindedness, creativity, analysis and energy.

We hope you would like to take a course with us.

We look forward to meeting you!

