

The Sound of Connection





Imagine...

**It's one thing to have a conversation. Job
interview after job interview...**

...it's another to stand out

How can *you* stand out?

3 elements

They all have to do with your auditory system!



2019 Study

11 Seconds

Shortest: THREE Seconds!!

**You cannot speak and listen at the same
time**

1. Engage through listening

Using your ears to listen means...
Make fewer assumptions
You're more relevant
Fewer "foot in mouth" moments

Simple but not easy!

**Most of your colleagues will spend their
time complaining about what the company
is not doing for them**

**If you are silent when those conversations
come up**

**If you *listen* to the problems your
company/employer has**

**Ask yourself this one question:
“What *kind* of problem is this?”**

Then:
“What solution can I offer?”

You will stand out.

2. ATTENTION



**Millions of sounds to
attend to**

1 word you are primed for?

YOUR NAME

**How can you use this to stand out in the
workplace?**

Stanford 3MT



Winner used 1 word 16 times...

“You”

Here's what I do.

Vs

How can my expertise help *you*?

Put “you” at the heart of what you do.

You will stand out.

3. RELATE

**The most important sound known to
mankind**

The human voice

Sound ➤ **Emotion**
Emotion ➤ **Sound**



Hi Priscilla!
Thanks so much for reaching out and for your lovely voice note. I actually just submitted my thesis



Hey Priscilla! Awesome to hear from you. Love this idea of a voice message - very engaging form of outreach.



Hey Priscilla! Thank you for reaching out 😊 I like the voice note as a personal touch btw. I am good for now,



Hi Priscilla! Thank you so much for your thoughtful message, I really appreciate it. I'd love to connect and hear more about what you do. I'm actually working on



Recording voice messages to people you don't know is so weird. Do people ever listen to those?

How can you use this?



**Your voice is your
auditory edge**



**If you master the art of connecting, you will
never have a problem getting a job.**

**Your value in the marketplace and your
career is determined by one thing**

Not your expertise

Not your talent

Not which university you went to

Not what you know

Not even *who* you know



Your ability to add value to others



Give feedback to Priscilla

Scan this QR code



Or go to

<https://talk.ac/priscillaleigh>

and enter this code when prompted

SAPICS

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ENGAGE

ATTENTION

RELATE

SERVE

**Do these, and you will end up with much
more than a job**

Life well lived.



You will stand out!