

**The Actuarial Profession**  
making financial sense of the future

**Body Language**  
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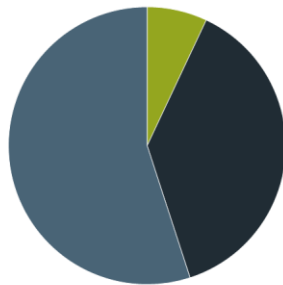
## Body Language

4<sup>th</sup> December 2011

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## How We Communicate

How we communicate



- 7% Verbal (words Alone)
- 38% Tone, pitch, Speed, intonation
- 55% Body language

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## Quick Warm Up

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Notice energy before you start.

1-10 Where is yours?

Have a Yawn and a stretch!

Shake out hands.

Shoulder rolls

Head rolls – Make it really pleasurable – close eyes

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## Quick Warm Up

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Facial Exercises

1. Stroke Forehead
2. Pat cheeks (Aftershave)
3. Chew sticky toffee
4. Blow like a horse
5. Hum up and down the scale.

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## Quick Warm Up

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Take a few big breaths.- in through nose, out through mouth.

Centre yourself – feet grounded to floor.

Push down with hands as you release breath.

Blow gently on the flame of a candle.

Positive Visualisation – look forward!

Buzz words

Up your energy to seven or eight.

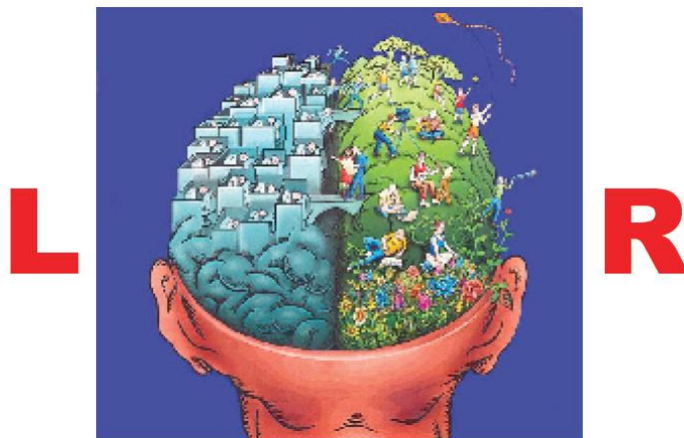
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## Left and Right Brain

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