

PE 20

# PRACTITIONER EXPERIENCE

Experience an Embedded Practice in real work.



Communication & Clarity



## PRACTICE: The Spoken Draft

Speak your opening out loud, all the way through, before the real thing — slides don't rehearse, your voice does.

## THE HOOK

Slides don't rehearse. Your voice does. One out-loud run of your opening changes everything about how the real thing feels.

DEFAULT

BEHAVIOR SPECTRUM

EMBEDDED

01

### SIGNAL

*When does this matter?*

Any time you have a presentation, talk, facilitated session, or important meeting contribution within the next 24 hours.

Tomorrow's stakeholder update is on your calendar, and you haven't said a word of it out loud.

02

### REDIRECT

*What do I do?*

Find 5 minutes. No slides, no notes. Speak your opening — the first 60–90 seconds — out loud, start to finish, without stopping.

You say your opening line out loud and stumble on the transition — now you know where to fix it.

03

### SHIFT

*How will I know it's working?*

You'll know it's working when you stop dreading the first 30 seconds.

You walk in already having heard yourself say the opening line once.

04

### EMBEDDED

*How do I know it worked?*

The first 60 seconds feel settled instead of uncertain. Filler words drop because you've already found the words.

A colleague says, "You always open strong." You stop dreading the first minute.



REPEAT UNTIL EMBEDDED

## BEFORE (Old Pattern)

- You rehearse the slides but never say the words out loud.
- The opening feels uncertain in the room.

## AFTER (Embedded)

- You speak the opening out loud once before the real thing.
- The opening feels settled, not improvised.

## THE GOAL

Hear yourself say it once before anyone else does.