

Opening Options: The Techniques

by Patricia Fripp[®], CSP, CPAE

01

Tell a story.

02

Introduce a little-known fact.

03

Share an interesting statistic.

04

Repeat a powerful quotation.

05

Ask a rhetorical question.

06

Relate to the situation, introduction, or emcee.

07

Propose a challenge.

08

Deliver a startling statement.

09

Quote to corporate report/program/headlines.

10

Create a tie-in to the meeting theme.

11

Make a bold claim or promise.

12

Find an immediate connection to the audience.

13

Offer a recommendation.

13

Explain the significance of your topic.

14

Give a needed explanation.

24

Mention what is on the mind of the audience.

15

Read from a letter, a review, the program, or their corporate report or newsletter.

16

Transport the audience to a different place or time.

17

Use the dictionary definition of words in the theme.

18

Compliment the audience.

19

Refer to a comment or situation from earlier in the program.

20

Remember a special date, person, or cause.

21

Recite a poem or **Sing** a song. (Read the words, or walk on singing if you can sing!)

22

Get to the point fast.

23

Repeat dialogue from the middle of a conversation.

24

Ask a direct question.

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