

# The Art of Storytelling

when the story is about you

1. Stories of the Ancient Ones: when, who, where, what, why
2. Stories of the Modern Ones: Pauling, Einstein, Cure, Faraday, Feynman and the forgotten Niels Bohr
3. Fluency and creditability
4. Graciousness and the storyteller
5. Why PIE? Performance, Image, Exposure
6. To get performance recognized, people have to notice how talented, motivated, and decent you are. To notice how talented, motivated, and, decent you are, people must hear your story. Your story reveals how people could benefit by interacting with you.
7. What are the elements of your vision quest story?
  - What would others say are five personality pluses in you?*
  - What are five interesting things that have happened to you?*
  - What would you like to do for a living?*
  - What do you think you would love about that job?*
  - What new skills are you learning this year?*
  - In what ways are you making a difference people's lives?*
  - Who could profit by hearing your story?*
8. Now add color, grace, and authenticity to your story
9. When talking to people, use it as a chance to learn something.
10. Now, let's try it!

Dr. Nathan Keyfitz, Professor Emeritus of Sociology, Harvard found:

after the 2000, most people will be technically adept, but, the ones who succeed will be “the people who can talk to people.”

### **Tools for your quest**

#### **Image:**

You've Only Got Three Seconds, Camille Lavington

What Got You Here Won't Get You There, Marshall Goldsmith

Survivor's Club, The Secrets and Science that Could Save Your Life,  
Ben Sherwood

How You Can Be More Interesting, Edward De Bono

#### **Exposure:**

The Craft of Scientific Presentations, Michael Alley

What Do I Say Next? Susan Roane