

# Emerge

Presenter Assessment



## Your Emerge Profile

# Introduction

Thank you for investing in yourself. This is the first step in your journey to becoming a more confident and polished presenter.

At Ethos3, we have been coaching and training presenters for over 15 years and the one single trait that separates the great ones from the good ones is self-awareness. These individuals understand completely what they bring to the table in relation to their public speaking skills. They intimately know their strengths and weaknesses. There is no gray. Instead, there is only absolute clarity.

We applaud you in taking this major leap in your public speaking journey. You soon will be uncovering exactly who you are as a presenter. You are going to learn the good, the bad, and everything in the middle. It will be the gift of self-awareness.

Get ready! You are on your way to wooing your audiences and wowing your listeners.

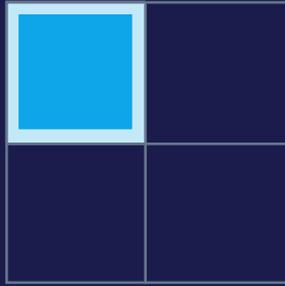
## What to expect

As you press forward, you will soon be learning about your personal Emerge profile. Your unique score has been calculated using our proprietary four-quadrant algorithm. You can see a sample quadrant illustration below:

|                  |                 |
|------------------|-----------------|
| <b>Explore</b>   | <b>Engage</b>   |
| <b>Empathize</b> | <b>Energize</b> |

Each of these four quadrants represents the various components surrounding any modern day presentation. The range is all encompassing and captures everything from your perspective and approach about preparing for a talk, your philosophy about presentation design, your level of confidence leading a webinar, and so forth.

**Let's dive into each one.**

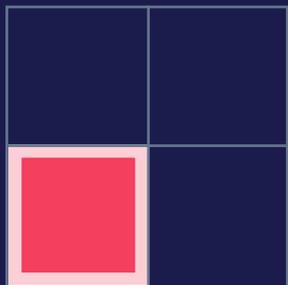
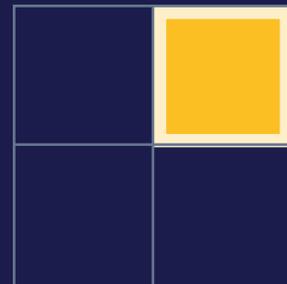


## Explore

This quadrant measures how you plan and prepare for any presentation. This includes all of your rehearsal techniques and preferences, approach to research, and organization process of your thoughts and ideas.

## Engage

The purpose of this quadrant is to calculate just how comfortable you are delivering your message. It will clearly indicate whether you are charismatic, funny, likeable, and comfortable in your own skin.

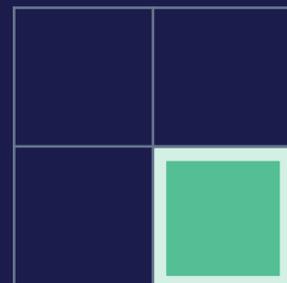


## Empathize

This quadrant is all about audience engagement. In other words, this quadrant exists to extract whether you establish or do not establish a positive repore with your audience.

## Energize

These four quadrants are ultimately brought together by this final area which measures the long-term value of your messages. Think about speeches and presentations which reshaped the world like JFK's 1964 Inagural Address of MLK's "I Have a Dream" speech. This quadrant exists to determine if your messages have the same potential.





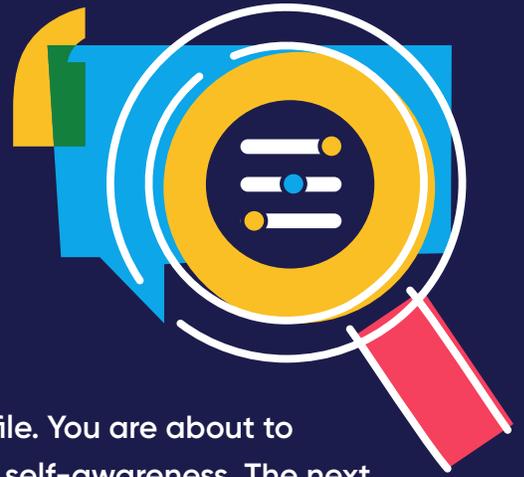
# What you need to look for in your profile

What you need to pay specific attention to is the dot placements related to your specific profile. If a dot is placed on the outside part of the quadrant it indicates you have specific strengths related to the quadrant. If a dot is placed near the intersection, it implies that you may not be as strong in this area. Don't worry though. Emerge exists not to make you an all-star in all four areas (although that is a good goal to have). Instead, Emerge exists to help you maximize the areas where you excel and minimize those areas that can be considered weaknesses. For instance, if you soon realize you really struggle in the Energize quadrant (all about durable and long-term messages), the goal isn't to turn that weakness into a strength by making you the next Abraham Lincoln or Barack Obama. However, the expectation is to manage what is going wrong. Perhaps, you are simply neglecting the use of a call-to-action in your presentations to help increase the long-term value of your talk. That can easily be mitigated without the daunting task of trying to be a world-changing public speaker.

Again, the goal of knowing your profile is to figure out what you do well and own it - maximize it. Those areas where your score is lower exist so you can acknowledge, fix, and manage them. The objective is awareness, not complete transformation. You would never want an introvert to become an extrovert or the opposite. We are all unique as human beings. Own your strengths and manage your weaknesses so you can avoid them becoming unhealthy or bad habits.



# Let's jump in



The introduction is officially over. Welcome to your Emerge profile. You are about to embark on one amazing journey into the world of presentation self-awareness. The next few pages will unpack your entire Emerge profile in amazing detail.

**Take note. Take heart. And, enjoy the ride. We're glad to have you here.**

**Congrats! You are a:**



## Green Operator

A presenter who shares and delivers messages that make a lasting impact.

# How did you score?

Again, it's all about the dots as mentioned earlier. As you review your score below, you'll need to pay special attention to dot placement. If a dot is placed in the middle to outside part of the quadrant it indicates you are excelling in this area and may possess certain strengths related to the quadrant. If your dot is on the inside part of the quadrant, it is showcasing opportunities for growth and improvement.

For instance, let's say your dot is on the outside part of the "Engage" quadrant (all about presentation delivery). This implies that you are probably comfortable on stage or leading a Zoom call. If your dot is towards the intersection or inside part of the quadrant then speaking in public may be something you fear or it may give you lots of anxiety.

Explore



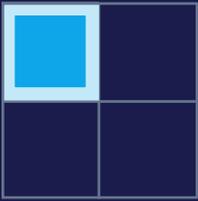
Engage



Empathize

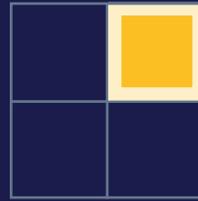
Energize





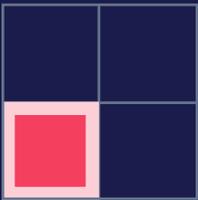
## Explore

You scored high in this area. As a Green Operator, you put a lot of time and energy into creating and designing your virtual presentations. You crunch the numbers, cite sources, and make sure you are well-rehearsed before any talk.



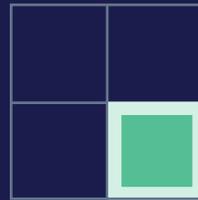
## Engage

Green Operators tend to not score well in this area due to an obsession with research rather than the delivery of their virtual talk. So, nervousness, inexperience, insecurities may plague you when it comes to the moment you deliver the presentation.



## Empathize

You also struggle in this quadrant. Your weakened delivery technique and style make it challenging for you to win over audiences. Granted, your findings are strong and your content is exemplary, but your lack of a compelling delivery creates a disconnect between you and your audience. It's vital to improve in this area. Try networking after your talk or baking in more Q&A sessions while delivering your message.



## Energize

You are amazing at unpacking topics and concepts that often go untouched. You are able to discover and share ideas that shatter paradigms. Because of this reality, you are delivering messages that change lives. It's an amazing superpower. Now, just strengthen how you deliver these world-changing ideas for a virtual presentation that will really soar.



# What does this mean?

A Green Operator is a presenter who shares messages that will make a lasting impact. You enjoy speaking to like-minded individuals. This means you soar when audiences are ready to learn and take notes. You have big ideas and you want a big virtual stage to share what you have found. However, focusing on a compelling delivery of your messaging is a huge area of opportunity for improvement on the virtual stage.



# Where you really emerge...



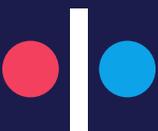
## Your Ideal Teammate

Opposites attract. It is always beneficial to surround yourself with people who possess strengths where you have weaknesses. Think of the best marriages. They have a balancing act taking place with an extrovert and introvert or someone who is spontaneous while the other likes to create a plan of action. Share and compare, and level each other up. That's where growth happens. With that said, Green Operators need to seek out Red Operators.



## Your Admirers

Your challengers could care less about facts and statistics. With no interest in research or science—some audience members simply want to be entertained. They crave stories and prefer humor. Someone with natural charisma is their preference. These are expectations that don't come naturally for you so you'll have to make an extra effort to sprinkle some of these elements in during your next virtual talk.



## Your Challengers

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# Working with your team

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The amazing attribute of Emerge is that it not only sheds light on how you handle yourself and as a presenter but also how you can serve and be served by your team.



## How You Can Add Value to Your Team

Reliability and impact are the two hallmarks of your presentation style. You do such an amazing job preparing for talks that make a meaningful impact. Share your tips and tricks with others so they level up their skills in these areas.



## How Your Team Can Help You Grow

Many can depend on you to plan and prepare and deliver a talk that changes the world. It's now your turn to lean on them to discover better ways to engage your audience and flourish when in the spotlight. Inspect your team's approach to presentation delivery and audience engagement.



# 3 Dos and Don'ts

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## Dos

1. Do add a dose of persuasion to your talk. While you're great at informing, persuasion could be a great tool for you to capture those in your audience who may be considered challengers.
2. Do be more intentional about showcasing and sharing emotions. Consider asking yourself questions like: Why are you hopping online to present today? What makes this message close to your heart? How did you generate this new concept or idea?
3. Do rehearse. You have great information. You've invested a lot of time and energy in creating your talk. Spend an equal amount of time rehearsing the delivery of that information.

## Don'ts

1. Don't be reactive. Think outside the box and try to develop new ways to add value.
2. Don't bury your message in data and statistics. These elements are your ally but they need to be supported by stories and engaging visuals.
3. Don't include too many talking points. Condense your content down to three core ideas. No more. No less.

# Final thoughts

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This should not be the end of your journey so we refuse to say goodbye. Instead, we are going to say “see ya later.” This is just the beginning of your public journey rather than the finish line so cheers to new beginnings and a new awakening.

**But, before we officially sign off, we want to address some of the most common questions we receive about Emerge.**

## **1. Can I change my Emerge profile?**

Your profile reflects who you are as a presenter right now. It's who you were or who you want to be but who you are in this very moment in time. According to the brilliant mind of James Altucher, it takes someone about 5 years to do a complete transformation. It would be ridiculous of us and you to think that a complete 180 change is going to happen overnight. In that spirit, we suggest to respect and own the person who you are today. You can obviously take steps to improve in certain quadrants and become a better version of you but to expect a complete transformation is a conversation for another day.

## **2. What if I don't like my results?**

Yell. Scream. Punch a pillow. In all seriousness, if you don't like how you scored in each quadrant, use the information for what it is - an accurate assessment of your strengths and weaknesses as a presenter. We are all human. We are all imperfect. We all can improve.

## **3. Should I retake the assessment?**

The simple answer is: No. Once is enough. In all seriousness, there is no reason to take the assessment again unless you were drunk the first time around. Assuming you answered the questions to the best of your ability, your results are perfect because they represent you.

## **4. Which profiles are the strongest and weakest?**

Every profile is strong and weak. They are a representation of the human race, and we all bring different strengths and weaknesses to the table so no profile is perfect. However, if you are looking for a black and white response...on paper, The Blue Commander has the most strengths and the Gold Officer has the least amount of strengths.

## **5. Should I have my friends or colleagues take Emerge?**

If they have or will give a presentation in the future then the answer is: Yes! Emerge was created for anyone who gives presentations infrequently or on a regular basis.

**Thanks again for taking this journey with us. We hope you found your Emerge profile helpful, inspiring, and empowering as you continue to grow in the area of presenting and public speaking.**

Have a question, comment, or suggestion?

We would love to hear from you!

Email us at [emerge@ethos3.com](mailto:emerge@ethos3.com) and we'll get back to you promptly.

**Let's keep changing the world,  
one presentation at a time.**

