



Unlock Your Quiet Power

***PMI NSW
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***Presenter:
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Unlock Your Quiet Power

What'll we cover together today:

 ***How Your Excellence Speaks for You***

 ***The Beauty of Speaking Well Rather than a Lot***

 ***The Power of Physical Engagement & Presence***

 ***The Value of Being Your Own Champion***



Then



Now





**HSP – a Highly Sensitive Person,
is a neurodivergent individual who is thought
to have an increased or deeper central nervous
system sensitivity, and is more aware of social
stimuli, such as other people's voices
and facial expressions.**



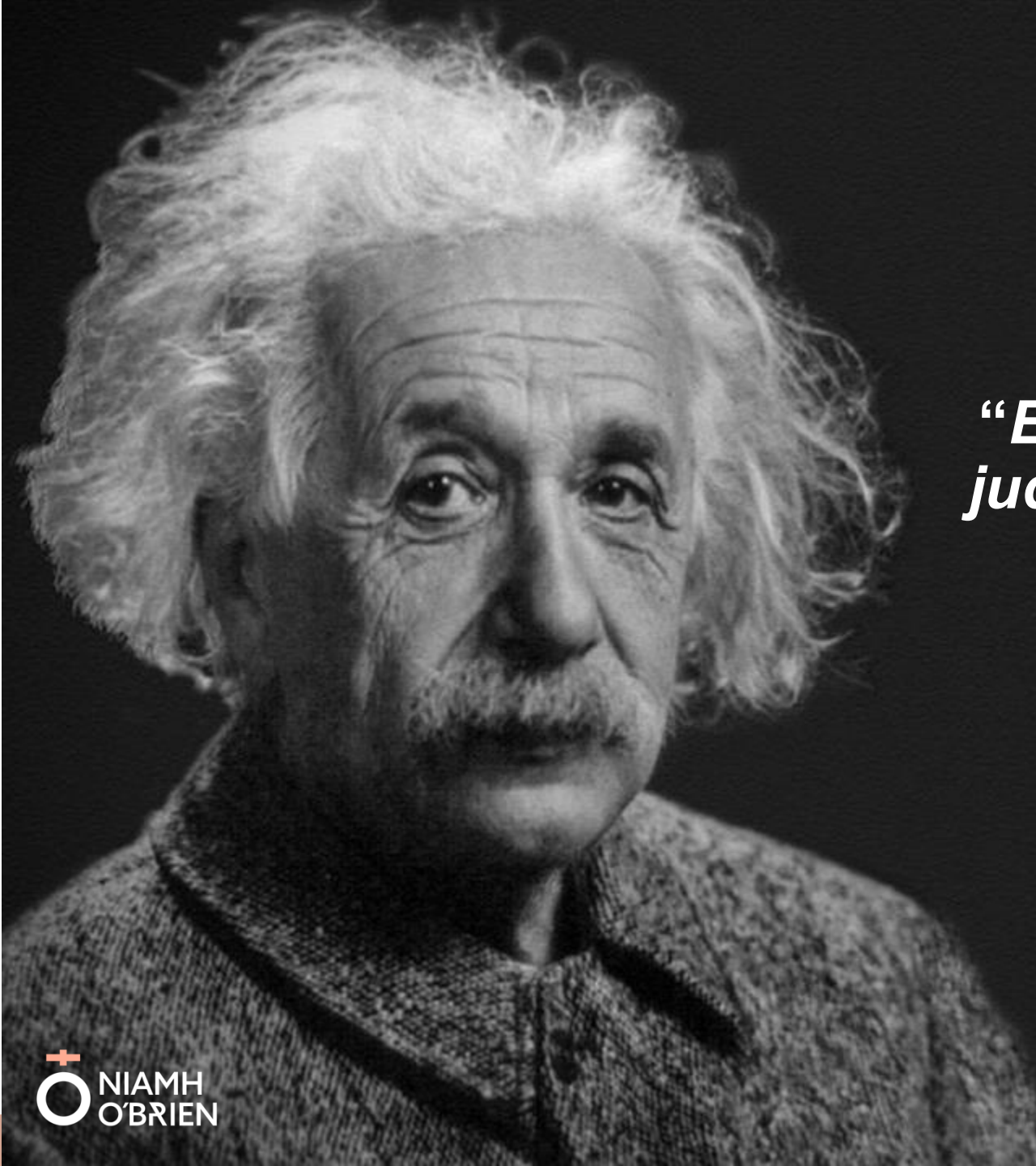
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According to research people who use their strengths more are...



A black and white portrait of Albert Einstein, showing his characteristic wild white hair and mustache. He is looking directly at the camera with a slight smile. The background is dark.

“Everybody is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life believing that it is stupid “

Albert Einstein



THINK: What did you do as a child that you found easy and enjoyable to do? Take a few moments and write down what comes to you.



Apply your strengths to your goals



15 MIN



IN PAIRS



What comes naturally to you, energises you, do people turn to you to do?

GOAL <i>What is a goal you would like to achieve?</i>	
HOW <i>Which of your natural talents, energisers or strengths will support you? How?</i>	
IMPACT <i>Where might you get stuck and how could you compensate?</i>	
NEXT <i>What will you do differently...? By when?</i>	



Strength Profile Model of Development

REALISED STRENGTHS

Strengths you use and enjoy

Perform well Energising Higher use

Use wisely

UNREALISED STRENGTHS

Strengths you don't use as often

Perform well Energising Lower use

Use more

LEARNED BEHAVIOURS

Things you've learned to do but may not enjoy

Perform well De-energising Variable use

Use when needed

WEAKNESSES

Things you find hard and don't enjoy

Perform poorly De-energising Variable use

Use less





Who in your team comes to mind when you think of someone with unspoken potential or underused strengths?

What might be possible if they felt more confident to contribute fully?

Employees who use their strengths daily are **6x more likely** to be engaged and **3x more likely** to report excellent quality of life. Teams that focus on strengths see **12.5% higher productivity**.

Gallup, CliftonStrengths Research (2023)



Words carry energy

*The words we use reflect how we think and feel in that moment,
impacting us and others, positively or negatively.*

Example:



Compare: "I haven't started that assignment."

With: "I haven't started that assignment yet."

Another example:



Compare: "I have to finish this today."

With: "I want to finish this today."



Rewrite one of these statements to be more constructive and positive



8 MIN



IN PAIRS

Person 1 - rewrite this statement:
"This problem is very challenging."

Person 2 - rewrite this statement:
"Your report isn't clear enough"

Then in
your pair
discuss:

1. How does it feel
to say your
rewritten
statement?

2. How does it
feel to hear it?

3. What is it about the
words - the sound of
them, the way they're
said - that contributes to
how you both feel?

Can you be more
solution focused?

Can you be more
positive?

Can you be more
empowering?

Can you be more
collaborative?



You can change your voice like the elements!

EARTH:
Steady,
grounded,
dependable



"We've split the research between us. We're on track to complete this week"

FIRE:
enthusiastic,
energetic,
passionate



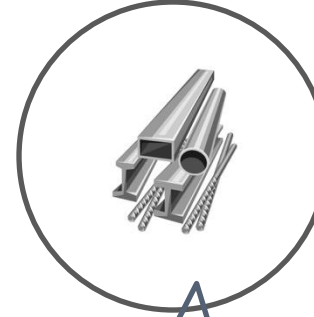
"I'm excited about the chance to add to your team – this role aligns so well with what I've been studying!"

WATER:
Calm, flowing,
empathetic



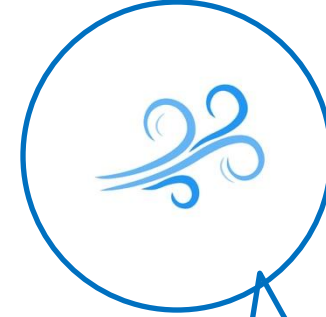
"I understand costs have gone up. I also need to manage within a tight budget. Could we find a middle ground?"

METAL:
Clear, precise,
structured



"There were two main challenges in that project: time management, and team co-ordination. Here's how I handled each."

AIR:
Light, curious,
exploratory



"What if we considered the problem from an ethical perspective instead of just the technical one?"



Words and how
we say them
matters.
Even if we're not
the loudest we
can be amongst
the best to speak
when we do.





How would your team's performance shift if every quiet team member felt safe and equipped to express themselves constructively and mindfully in the moment?

Highly engaged teams show **23% higher profitability**, driven by employees contributing their ideas. *Gallup, 2022*

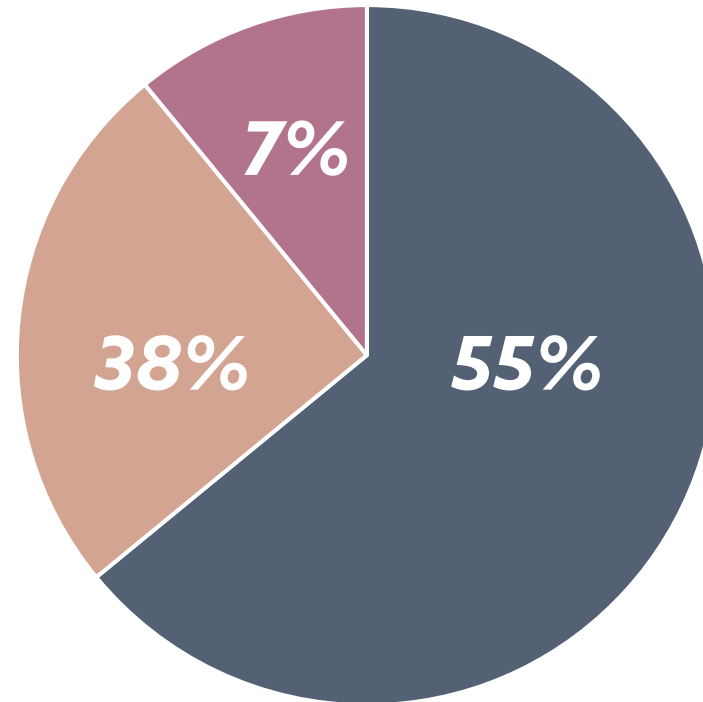


**We are most
impactful when
we communicate
with our whole
selves!**





Elements of personal communication



7-38-55 rule

7% Spoken word

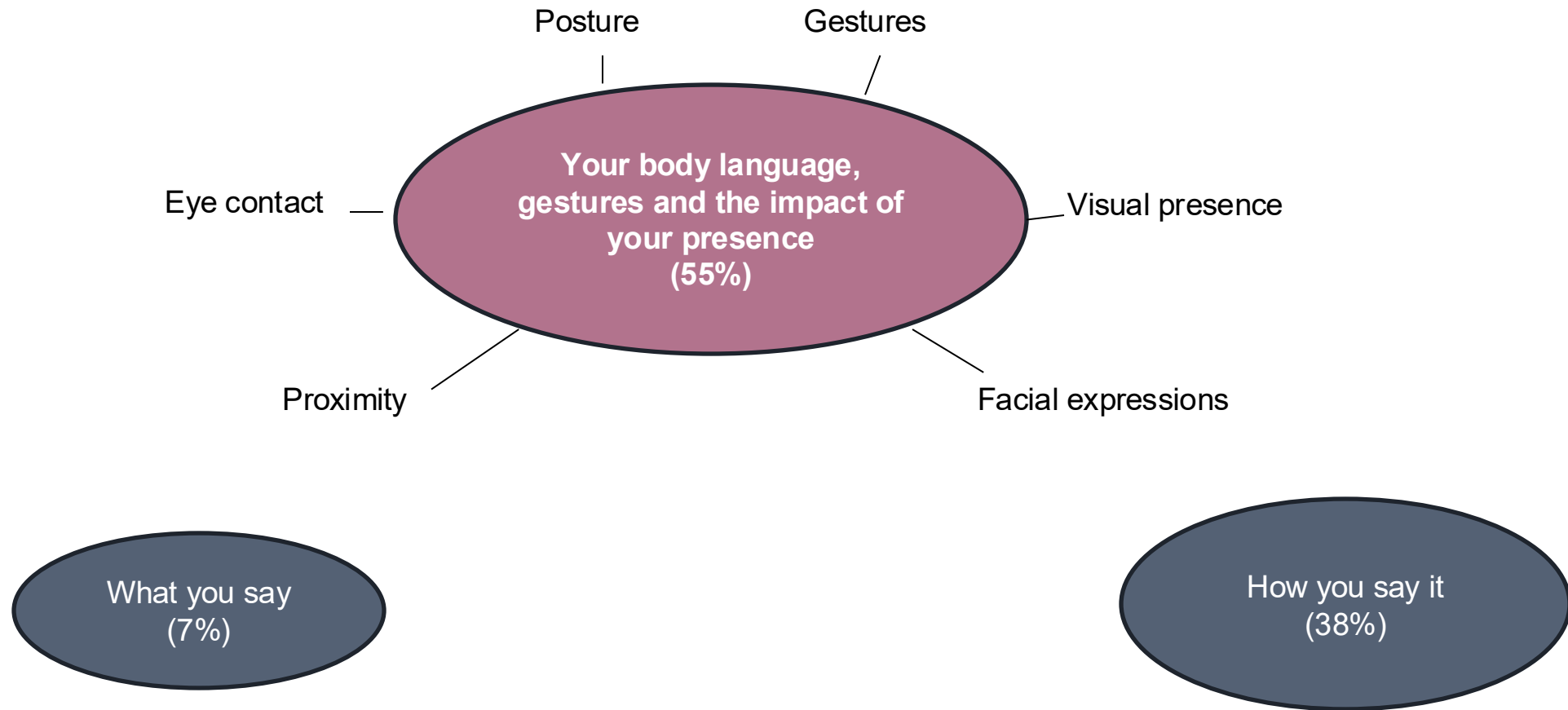
38% Voice and tone

55% Body language

Mehrabian, Albert., 1981. Silent Messages. Belmont, Calif.: Wadsworth Pub. Co.



In what ways does your body language speak for you?



Be aware of and comfortable in your body



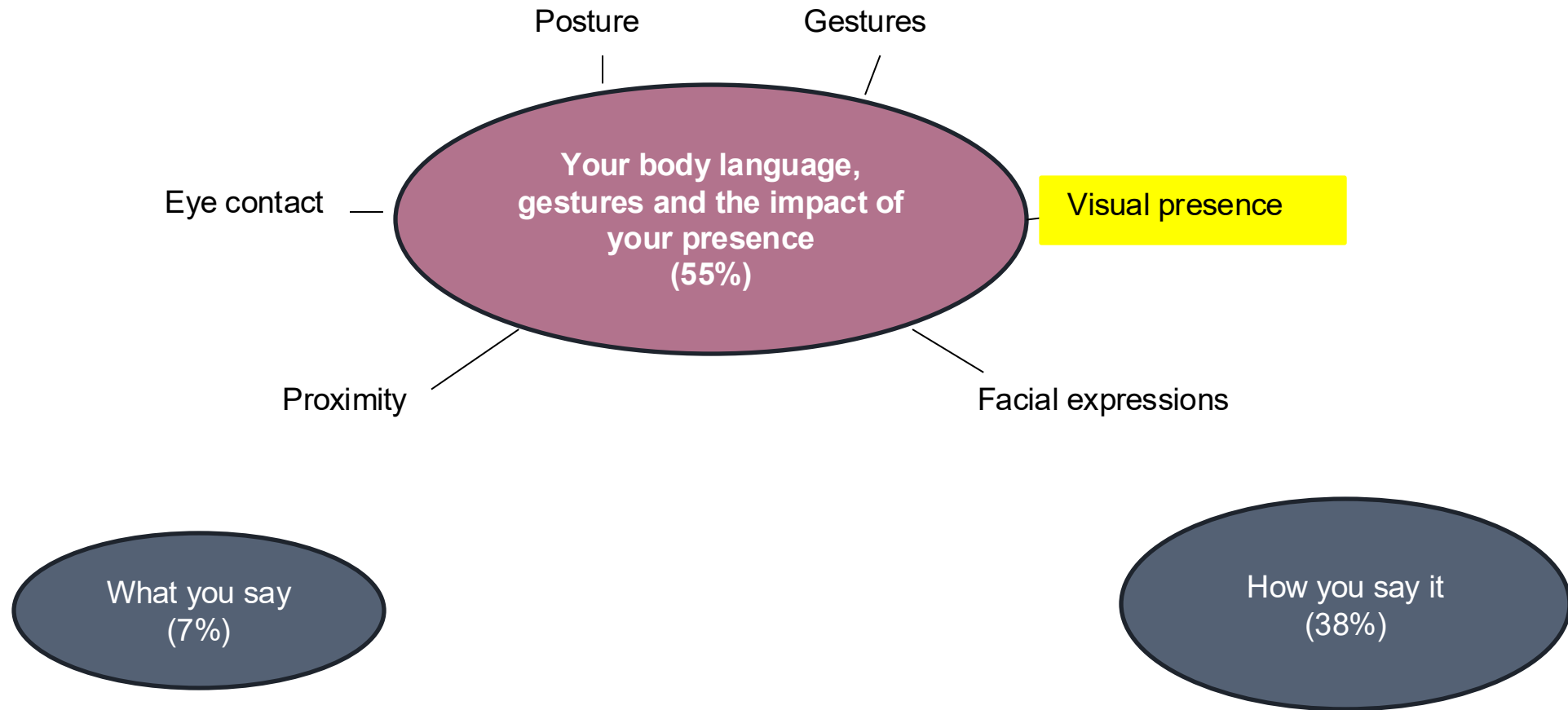
If you feel uncomfortable or tense in your body in some way, it will be harder for you to connect well with others as you may seem closed or anxious.



If you feel relaxed and comfortable in your body, it will be easy for you to convey openness and confidence to others in a fluid and natural way.



Don't forget about your visual presence!



What different impressions do you get?







Who are excellent contributors in your team whose voice or body language holds them back, not their ideas?

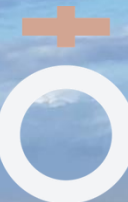
Imagine if they turned their presence into impact. ✨

Employees who feel seen and heard are **4.6x more likely to feel empowered** to do their best work. *Salesforce, 2021*



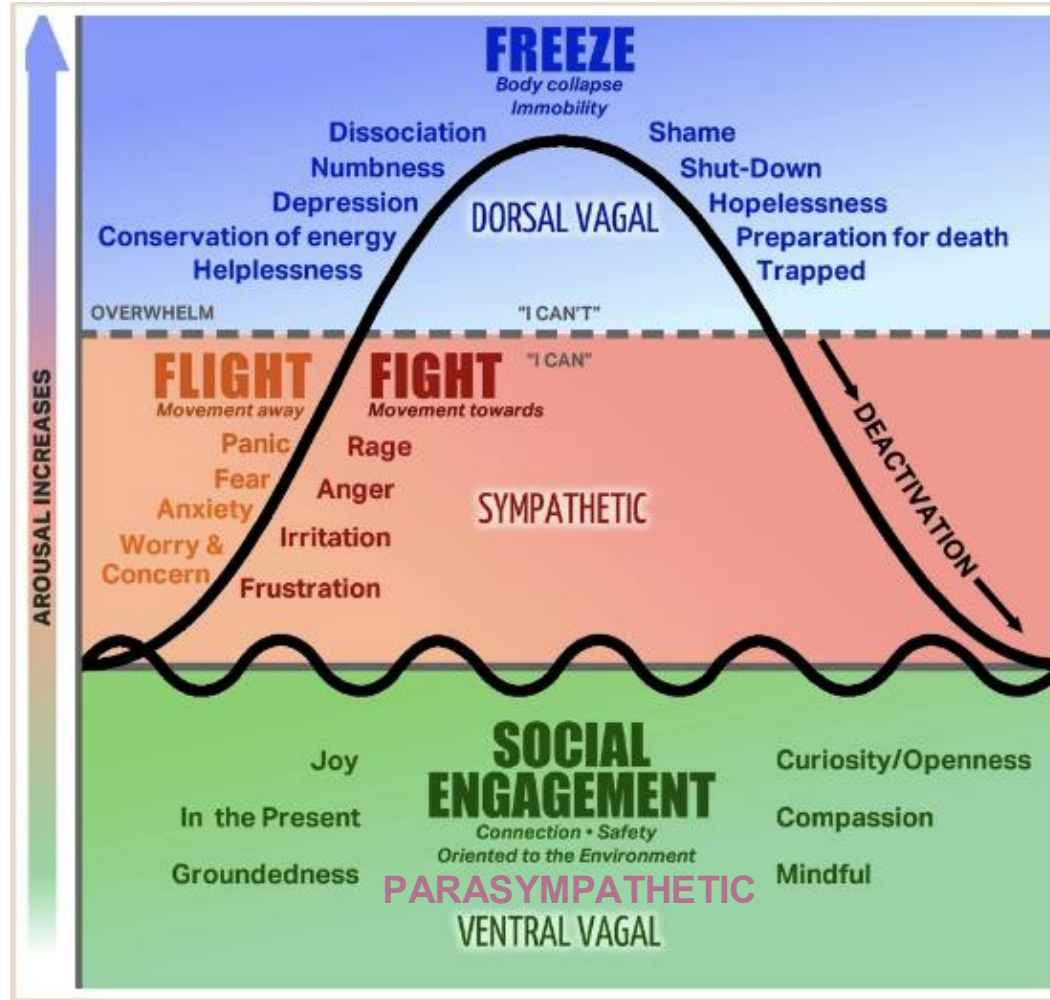


To be the person you're meant to be, and capable of being,
the only way is through the discomfort of it, not around it





Build your tolerance for discomfort...



...by training your body to regulate stress in everyday situations

Level 3

Level 2

Level 1





Who in your team would perform better if they had tools to manage nervousness or self regulate in stressful group settings?

Employees with strong self-regulation are **60% more likely to be rated top performers.** *TalentSmart, 2020*



**Inside every quiet person there's
power ready to be unlocked
and
Inside every gregarious person, there's
power ready to be refined.**

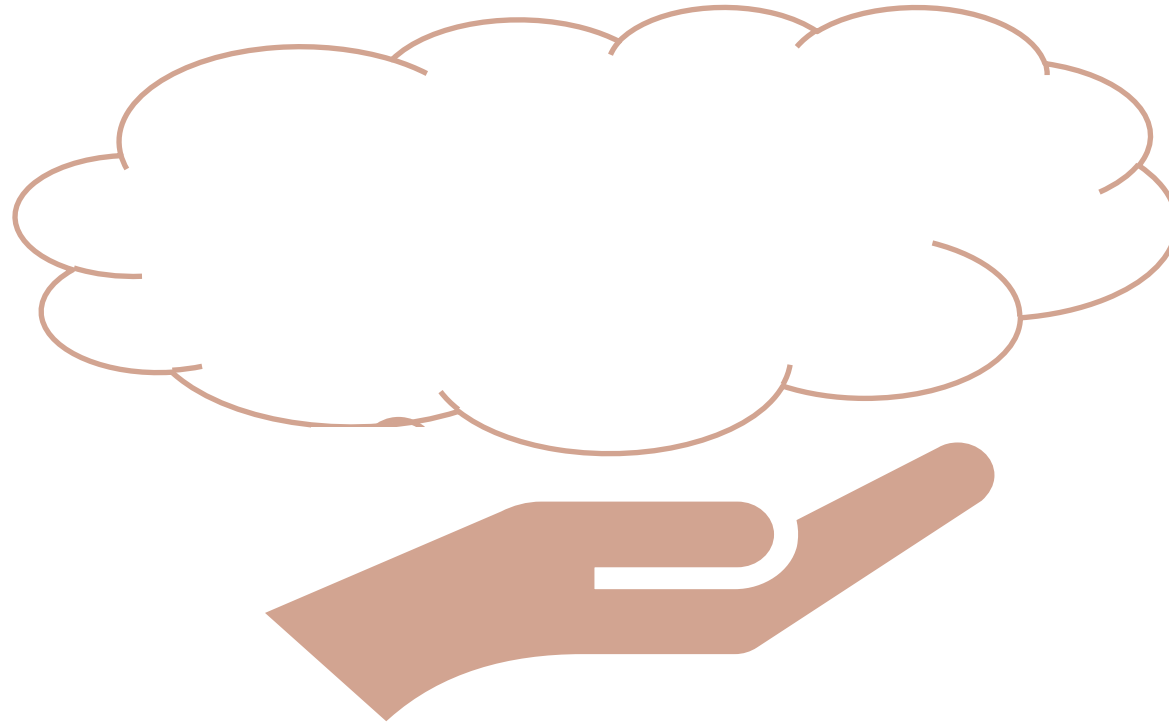


Access Your Workbook Here: Apply the tools and immediately improve how you communicate 🚀





Thoughts or Questions?



Thank you!

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