

CONTROL YOURSELF

30 Day Development Tracker

Use one real presentation throughout the month when possible. Keep the baseline and final recordings comparable. Record evidence rather than checking a box alone.

□ Day 1 Record the Baseline

Record five to ten minutes without restarting. Complete the scorecard; identify three strengths, distractions, and priorities.

Date _____ Evidence / recording _____

□ Day 2 Define the Audience Result

Write the audience change in think, feel, remember, and do terms. Reduce it to one primary result.

Date _____ Evidence / recording _____

□ Day 3 Install the Reset Routine

Practice Breathe, Plant, Lead, Serve with your actual first sentence ten times.

Date _____ Evidence / recording _____

□ Day 4 Align the Five Channels

Record serious, encouraging, and decisive lines twice. Improve alignment of words, voice, face, body, and timing.

Date _____ Evidence / recording _____

□ Day 5 Recover from a Disruption

Practice three disruptions in a two-minute segment. Use Receive, Breathe, Plant, Orient, then answer or return.

Date _____ Evidence / recording _____

□ Day 6 Replace Self-Monitoring with Service

Deliver three minutes to a represented audience member. Choose a service cue that redirects attention outward.

Date _____ Evidence / recording _____

□ Day 7 Review Week 1

Record the Day 1 segment under comparable conditions. Preserve one verified improvement and choose one next adjustment.

Date _____ Evidence / recording _____

One improvement to preserve and one next adjustment

Explore private coaching to support deliberate practice throughout your development cycle.

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BUILD THE MESSAGE

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Presentation _____ Week beginning _____

□ Day 8 Use the Result Before the Remarks

Label content Essential, Supporting, or Available. Remove or relocate one item and draft the ending first.

Date _____ Evidence / recording _____

□ Day 9 Translate the Message for This Audience

Profile audience responsibilities, knowledge, concerns, authority, and constraints. Rewrite one paragraph for this audience.

Date _____ Evidence / recording _____

□ Day 10 Build the 1-3-1 Roadmap

Build one destination, up to three major stops, and one arrival. Rehearse the preview and transitions aloud.

Date _____ Evidence / recording _____

□ Day 11 Strengthen Each Major Point

Use State, Support, Connect, Transition for each point. Deliver one point in under two minutes.

Date _____ Evidence / recording _____

□ Day 12 Design for Memory

Choose one essential idea and two complementary memory aids. Test a repeatable phrase or summary.

Date _____ Evidence / recording _____

□ Day 13 Build the Bookends

Rehearse Attention, Relevance, Direction and Return, Resolve, Request. Time the opening under ninety seconds and protect the final line.

Date _____ Evidence / recording _____

□ Day 14 Deliver the Three-Minute Message

Record a three-minute message. Test what the listener remembers, why it matters, and what to do next.

Date _____ Evidence / recording _____

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DELIVER WITH PRESENCE

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□ Day 15 Support the Voice with Breath and Pace

Mark three breath points and three pace changes. Record habitual and intentional versions; listen for thought groups.

Date _____ Evidence / recording _____

□ Day 16 Use Pause and Emphasis

Practice five consequential sentences with different emphasis and pauses. Choose the version that communicates the intended meaning.

Date _____ Evidence / recording _____

□ Day 17 Complete the Vocal Instrument

Record one minute with completed endings. Test three useful volume levels; rehearse critical names, numbers, and terms.

Date _____ Evidence / recording _____

□ Day 18 Plant, Open, and Connect

Record two minutes with the screen off. Review posture, shoulders, face, and eye contact by complete thought.

Date _____ Evidence / recording _____

□ Day 19 Express, Move, and Settle

Record one segment with a descriptive gesture, purposeful movement, and useful stillness. Remove distracting repetition.

Date _____ Evidence / recording _____

□ Day 20 Make the Visuals Support You

Apply Delete, Divide, Direct to three slides. Rehearse Signal, Show, Explain, Return and a deckless backup.

Date _____ Evidence / recording _____

□ Day 21 Run the Full Rehearsal

Deliver a complete timed rehearsal without stopping. Confirm the run sheet and select three priority revisions.

Date _____ Evidence / recording _____

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CONNECT AND INFLUENCE

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□ Day 22 Build the Room-Reading Baseline

Separate observation from interpretation. Practice the Room-Reading Loop with changed audience signals and a neutral test.

Date _____ Evidence / recording _____

□ Day 23 Make Listening Visible

Practice five questions using Receive, Clarify, Confirm, Respond, Connect. Answer directly and return to the result.

Date _____ Evidence / recording _____

□ Day 24 Prepare for Resistance and Objections

Prepare the strongest reasonable objection. Acknowledge real tradeoffs and revise the recommendation if needed.

Date _____ Evidence / recording _____

□ Day 25 Communicate, Connect, and Convert

Write intentions for Communicate, Connect, Convert. Test whether delivery and each section support them.

Date _____ Evidence / recording _____

□ Day 26 Make the Five-Part Request

Deliver the five-part request and pause five seconds. Practice responses to yes, no, not yet, and more information.

Date _____ Evidence / recording _____

□ Day 27 Prepare the First Step

Confirm owner, first step, timing, resources, dependencies, communication, and review. Prepare one practical follow-through tool.

Date _____ Evidence / recording _____

□ Day 28 Rehearse Under Pressure

Record a pressure rehearsal with time, questions, technology, or resistance changing. Protect the result and request.

Date _____ Evidence / recording _____

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FEEDBACK AND FINAL PERFORMANCE

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Presentation _____ Week beginning _____

☐ Day 29 Use Feedback Without Surrendering Judgment

Ask two or three reviewers about result, attention, credibility, and next step. Choose comments to use, test, defer, or reject.

Date _____ Evidence / recording _____

☐ Day 30 Deliver, Compare, and Continue

Deliver the final version. Use the Day 1 scorecard, compare evidence, and write the next ninety-day plan.

Date _____ Evidence / recording _____

Repeated feedback patterns and the adjustments I chose

Day 1 to Day 30 Observable change in knowledge skill and performance

My first priority for the next ninety days

Complete the comparison scorecard on page 3. Use the following pages to continue.

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