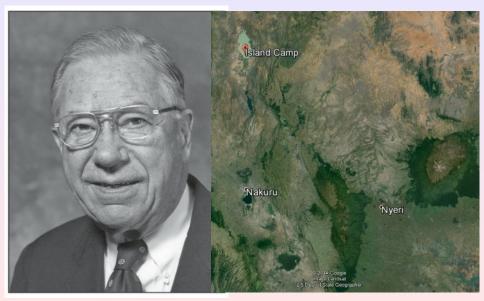
Elevator Talks

Dale Easley

University of Dubuque



The elevator talked that changed my life



Donald Blackstone

A tolerable it to the planet if house you of what's fine haven't on? got use a put

Now write them down

Memorize these three words

it fine of

Now write them down

you what's haven't on? if use a a put

Now write them down

The Magical Number Seven, Plus or Minus Two: Some Limits on our Capacity for Processing Information[1]

George A. Miller (1956) Harvard University

First published in Psychological Review, 63, 81-97.

The key to remembering: Links/organization/images

What's the use of a fine house if you haven't got a tolerable planet to put it on?





Dale Easley

Who are you?



Central question of identity

What are you doing currently that demonstrates that?



What do you want?

Specific, measurable results!

What do you want *today*?



Role-playing time



Help remembering it:

B Bac

Background (Set the context. Who are you?)

R

Ε

- Reason (Why are you doing this?)
- Information (Your two to three key points.)
- End (Close it off, usually with a *thanks for your time.*)
- Follow-up (Make clear what you'd like to see next.)

