Three Circles of Presence

**Presence** = How and where your energy is directed with others

Impact, Influence, Aura
Charisma, Engagement, Connection

What's this interaction about?
Have you connected with them?
Do they feel you're present?
Are they connecting with you?
Do they feel they're in a conversation?
Are they listening to you?

**Circle One - Introspection**
Inwardly focused energy, talking to yourself, pulling from them

**Circle Two - Connection**
Two way energy, talking, responding, reacting, engaging

**Circle Three - Projection**
Outwardly focused energy, talking at them, announcing, broadcasting

<table>
<thead>
<tr>
<th>Body</th>
<th>Breath</th>
<th>Voice</th>
<th>Eyes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Slumped, hunched, folded in</td>
<td>Sighing</td>
<td>Talking to self</td>
<td>Looking down or inside</td>
</tr>
<tr>
<td>Open, available, connected</td>
<td>Relaxed and managed</td>
<td>Conversation and interaction</td>
<td>Interested and curious</td>
</tr>
<tr>
<td>Pumped up, chest out, chin up</td>
<td>Large intakes for volume</td>
<td>Broadcast mode</td>
<td>Middle distance</td>
</tr>
</tbody>
</table>

Source: Based on Patsy Rodenburg's work