

# EXECUTIVE PRESENCE IS QUIET, NOT LOUD.

5 PRACTICES FOR COMMANDING ANY ROOM — WITHOUT SAYING MORE THAN YOU NEED TO



*The leaders who thrive now practice something fundamentally different: quiet confidence.*

— Jade Bonacolta

## MASTER THE 2-SECOND PAUSE

1

Before answering any question, count silently to two. It signals you take the question seriously, draws the room in — and moves you from reactive into deliberate mode.

## LISTEN ON THREE LAYERS

2

Track Content (what's discussed), Dynamics (who's aligned/anxious), and Structure (what the group is really trying to solve). Speak from the structural layer and you'll reset the whole room.

## MAKE OTHERS BIGGER

3

Credit ideas to the person who had them. Pull quiet voices in. Create space instead of filling it. People bring their best thinking to rooms where they know they'll be heard.

## LEAD WITH STILLNESS

4

Don't fidget. Keep shoulders settled. Use steady, warm eye contact — "I'm with you," not "I'm challenging you." Make every gesture intentional. Stillness signals total control.

## SPEAK IN HEADLINES

5

Lead with your one-sentence conclusion. Then stop. Let the room pull detail from you. The person who buries their point in six minutes of context gets filed as "still developing."

### YOUR MOVE THIS WEEK:

Pause 2s before answering · Take 3-column meeting notes · Credit one idea out loud · Record yourself on one call · Lead with your headline