




## EXERCISE 3.1: PACING PRACTICE

### INSTRUCTION:

*Rehearse your 5-minute talk, deliberately inserting three 3-second pauses.*

### Script Marker:

- PAUSE 3s - Look Left
- PAUSE 3s - Look Right
- PAUSE 3s - Before The Ask

 **Critique:** Did the pause feel longer than you expected? Did it amplify the point?