

# STEAL THE SHOW

## How to Guarantee a Standing Ovation For All the Performances of Your Life

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**MICHAEL PORT** is a successful actor and professional speaking coach. He has written six books including *Book Yourself Solid*, *The Contrarian Effect* and *The New York Times* bestseller *The Think Big Manifesto*. He is a top ranked public speaker and provides public speaking workshops to many CEOs and other business professionals. Michael Port has blogged for the *Huffington Post*, featured as a guest speaker on network television several times and written monthly columns for *Entrepreneur Magazine* and American Express Open Forum. He is a graduate of New York University and Tulane University.

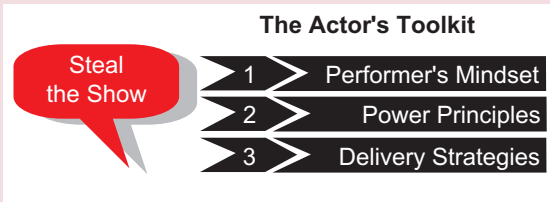
The Web site for this book is at [www.stealtheshow.com](http://www.stealtheshow.com).

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**MAIN IDEA**

To "steal the show" in your life or career means to perform well in all the important spotlight moments which arise in your life and career – when giving a public speech, making a business or sales presentation, having a job interview, negotiating a business deal and so on. To shine in those moments, you've got to know what to do in high-pressure situations.

The fact is great performances are always developed and then won from the inside out. Professional actors know this and they use three techniques which you should pick up and apply yourself:



- They have a performer's mindset – actors know how to find their voice and authentically play the right role in any situation. By doing that, they crush their roles.
- Actors excel in applying powerful performance principles – they have an "operating system" which they use for each performance and which enables them to perform well and steal the show.
- Actors have very solid delivery strategies and techniques – they master the technical and practical aspects of performing in a public setting exceptionally well so they can take center stage and stay there.

The surest way to steal the show is to apply the Actor's Toolkit. The best actors, marketers, business managers and entrepreneurs all know their success is powered by their mindset, the principles they apply and their delivery strategies. To step out of the wings and steal the show, follow their example.

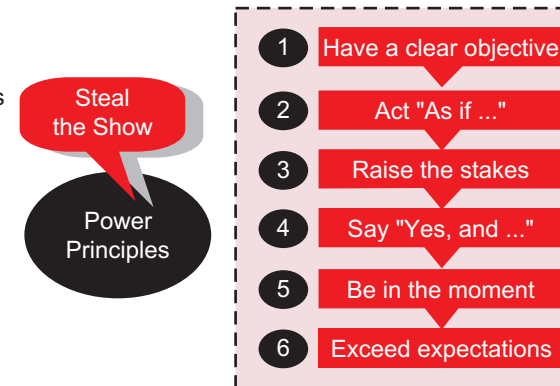
**1. Performer's Mindset** . . . . . Page 2

Actors know they can't just walk in off the street and expect to star without doing their homework first. Specifically, they have the mindset great performances are built on three essential mental building blocks:



**2. Power Principles** . . . . . Pages 3 - 4

There are six principles which high performers in every field – entrepreneurs, managers, athletes and others – use to win the day every day. Learn to do these six things well and you have a working "operating system" for delivering performances which steal the show.



**3. Delivery Strategies** . . . . . Pages 5 - 8

Once you have the right mindset and a powerful operating system, the final piece of the puzzle is to master the technical and practical aspects of exceptional performances. Ace this and you have everything you need to take center stage and shine.

