

Training Day 2019

Anaheim, CA

October 25<sup>th</sup>, 2019

# Whose Proposal Is It Anyway?

*IMPROVing Proposal Team  
Communication*

Presented By:

**BJ Lownie, PPF.APMP**

Managing Director, Principal Consultant  
Strategic Proposals LLC



Strategic  
Proposals

By attending this session,  
you'll:

- Develop your communication skills
- Be 'present' and 'in the moment' more often
- Develop your creativity
- Be more spontaneous
- Learn some IMRPOV games

*... and have some fun too!*

# Topics we'll discuss and explore during this session

- Active listening
- Participation
- Tapping into your creativity
- Being spontaneous

*And we'll play a few IMPROV Games*



# Playing IMPROV games requires:

- Active listening
- Active participation

## Playing IMPROV games requires:

- Being present and in the moment
- Letting go of presumptions
- Suspending judgment
- Being spontaneous

*Which all contribute to freedom,  
humor and fun!!!*

# Playing IMPROV games requires:

## Keeping in mind:

- The objective (the game)
- The process (the rules of the game)

Integrating the input/contributions from your fellow player(s)



# Playing IMPROV games requires you to:

- Accept what is offered  
*(Don't correct. Adapt and adjust)*
- Offer what comes to mind first  
*(Don't hesitate. Don't think too much!)*
- Don't stop. Keep the game moving

The IMPROV games in this session are drawn from the book:

Playing Along:  
*37 Group Learning Activities Borrowed from IMPROV Theater*



*By Izzy Gesell*  
*izzy@izzyg.com*  
*Available @ Amazon.com*





## The IMPROV games:

- Calliope (aka - Stand Up If)
- The Alphabetical Conversation
- One Word at a Time
- Questions Only
- Other IMPROV games (if/as time allows)



The Calliope  
*(aka – Stand Up If)*

A B C D E

F G H I J K

L M N O P

Q R S T U

V W X Y Z

The  
Alphabetical  
Conversation



A B C D E

F G H I J K

L M N O P

Q R S T U

V W X Y Z

A photograph of two men sitting on a stage. The man on the left is wearing a blue button-down shirt and has his hands clasped. The man on the right is wearing a maroon button-down shirt. Both are smiling and looking towards each other. A semi-transparent grey box is overlaid on the left side of the image, containing the text "One Word at a Time".

# One Word at a Time

# Questions, questions





# Other IMPROV games:

- Three Headed Expert
- Monster Talk
- Gibberish Translator
- World's Worst

Remember:

Communicating well requires:

- Being present and in the moment
- Suspending judgment
- Active listening and participating



Training Day 2019

Thanks for playing along.  
*Enjoy the rest of the conference*

For additional information:

[bj@strategicproposals.com](mailto:bj@strategicproposals.com)

603 305 7479

[www.strategicproposals.com](http://www.strategicproposals.com)