



**Steal the Show: From Speeches to Job Interviews
to Deal-Closing Pitches, How to Guarantee a
Standing Ovation for All the Performances in
Your Life**

Michael Port

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An inspiring program full of essential advice for spotlight lovers and wallflowers alike that will teach readers how to bring any crowd to its feet

Every day there are moments when you must persuade, inform, and motivate others effectively. Each of those moments requires you, in some way, to play a role, to heighten the impact of your words, and to manage your emotions and nerves. Every interaction is a performance, whether you're speaking up in a meeting, pitching a client, or walking into a job interview.

In *Steal the Show*, *New York Times* best-selling author Michael Port draws on his experience as an actor and as a highly successful corporate speaker and trainer to teach readers how to make the most of every presentation and interaction. He demonstrates how the methods of successful actors can help you connect with, inspire, and persuade any audience. His key strategies for commanding an audience's attention include developing a clear focus for every performance, making sure you engage with your listeners, and finding the best role for yourself in order to convey your message with maximum impact.

Michael Port is one of the most in-demand corporate speakers working today. His presentations are always powerful, engaging, and inspirational. And yes, audiences always give him a standing ovation.

Steal the Show: From Speeches to Job Interviews to Deal-Closing Pitches, How to Guarantee a Standing Ovation for All the Performances in Your Life Details

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From Reader Review Steal the Show: From Speeches to Job Interviews to Deal-Closing Pitches, How to Guarantee a Standing Ovation for All the Performances in Your Life for online ebook

Ned says

The book talks about how to give a great performance in almost any situation. The author uses personal experiences as examples and provides a lot of emphasis on the motivation and why it is important to do the steps described. In a way the steps are slightly abstract and require you to think on your feet, if you are not good on these it will be hard to steal the show in dynamic environments like giving a speech.

Josh Steimle says

Unless you communicate exclusively through email then speaking is critical to your career and your ability to influence others. This book is a great one to help you learn how to do it better.

Scott Wozniak says

This is a great overview of the craft of presentations, from a professional actor turned professional speaker. As a former actor who gives presentations, I not only endorse his insights, I use all the internal and external techniques in the book. And he shows how to use these skills in more ways than just the big stage event, including meetings and conversations. Strong read.

Christine Zibas says

Like most people who are uncomfortable speaking before a crowd, sometimes it's necessary and inevitable. Life just presents these challenges, and we either rise or fall in meeting them. There's lots of good advice about thinking about, planning for, writing, practicing, and actually performing (and post-performance as well) in this book. What really struck me, however, is how much was about taking chances in life and staying true to yourself, whether you have a speech to give or not.

The down side of the book is its promotional aspect, which is why I didn't give the book 5 stars, when it certainly could have earned it. When I read a book, I don't expect to be inundated with reasons why I should hire the writer or sign on to his business. This can be accomplished in a biography section, without making the book a giant advertisement for his personal business.

Yes, it's fine to use examples from your work, but the book loses some its luster for me when I feel like the author is using it as a sales tool. This isn't the only book I've encountered like this (a sales pitch between the lines of the real message), but that doesn't excuse Port either.

For those who can overlook that aspect of the book, it's still a worthy read and even more than I expected in

some regards. As I noted, there seemed to be some bigger lessons about how to live life, not just give a great speech (although obviously those tips are in there). He wraps up the book with solid points about how to give a great speech, but as tempting as it may be to skip ahead to the final chapter, don't cheat yourself. There's wisdom on nearly every page, and certainly in every chapter.

Rich says

Michael Port did a good job laying out some tips in terms of how to become a better performer. He takes his background in acting finds many ways to successfully adopt to public speaking. I found it surprising how many parallels there are such as being in the moment, improv, rehearsal, motivation, and many more. However, there's only so much Michael can give in a book - you have to get out there and actually practice/do it! It's like reading a book on swimming technique - it won't work if you don't get into a pool :). With that said, I would like to see two improvements in this book. First, it would be great if he provided more examples of the stories he described. He gave a number of story frameworks such as "problem/solution", "numerical", "chronological", "compare and contrast", and the "three-act structure". He broke them down and talked about them in a fair amount of detail but didn't provide as many real examples and I would have liked. Second, the book especially the last third of it is really geared towards speaking publicly in front of crowds like a TED Talk or lecture hall. But what if I were doing an online presentation to a number of people? Or if I was more one-on-one such as a sales meeting or job interview? The book brushes on some of that in terms of mindset and preparation but doesn't nearly go into as much detail in those types of settings as it does trying to perform in front of a live audience.

Brandon says

Port shares his expertise in keynote speaking, acting, improv and coaching to help readers prepare and deliver impactful speeches. Chapter 12 on how to rehearse and stage a performance is particularly strong, as are chapters 1-3 on the performer's mindset. A good counterpart to Second City's "Yes, And...".

Carles Caño says

Deja de hablar en público, empieza a actuar en público.

Esta podría ser la premisa de "Steal the Show". Michael Port es ex-actor y aprovecha toda su experiencia para asesorar a empresas y personas a comunicar mejor en público. El libro no es solo para hacer presentaciones, las ideas son aplicables a entrevistas de trabajo, reuniones en la oficina o incluso para acudir preparado a citas románticas.

"Steal the show" es una expresión que se usa en el mundo de los actores para expresar cuando alguno o varios de ellos lo ha bordado de forma espléndida y el público lo disfruta y nota esa representación especial. No significa eclipsar al resto de actores.

Port afirma que en vez de charlas lo que hacemos son actuaciones y debemos prepararnos concienzudamente para dar lo mejor de nosotros. El libro tiene tres partes y confieso que me enganchó de verdad en la última (y más extensa).

- Part I: The Performer's Mindset
- Part II: Powerful Performance Principles
- Part III: A Master Class in Public Speaking.

Es un libro con un enfoque distinto a la mayoría de libros para hablar en público. Se nota que lo ha escrito un actor. Me ha interesado especialmente la parte referente a cómo ensayar y la técnica del *blocking*: decidir en el ensayo los puntos del escenario en los que se dirá cada parte del discurso. Otras cosas que me llamaron la atención:

- las distintas formas de crear contraste (estructural, emocional, con la forma de hablar),
- todo el proceso detallado de ensayo, que incluye lectura en voz alta del borrador escrito (entre otras muchas cosas),
- las ideas para hacer participar activamente al público...

En fin, un libro que hay que mirar y remirar. No creo que sea un libro para cualquier persona. El trabajo que implica aplicar los principios que expone es considerable. También creo que mucha gente no se atreverá a hacer muchas de las cosas que el autor plantea. Pero eso es una buena noticia para los que nos atrevamos a seguir sus consejos porque así podremos "steal the show" :-)

Jess says

This book was okay. I've read a lot of public speaking books. Perhaps I'm not the target audience for this book since I've read so many books on presenting already.

I did pick up a few nuggets of wisdom from the book:

- * Give the host what bio you want them to read when they introduce you. Otherwise, the host may introduce you with inaccurate information.
 - * When crafting and delivering your presentation, focus on the people who are open to your ideas but aren't on your side of the table yet. (There are usually three types of audience members: People who agree with you already, people who will probably never agree with you, and people who are open to your ideas but not sold on them yet.) I want to try this the next time I give a presentation. I hadn't thought to target this audience before.
 - * Feeling overwhelmed is not necessarily a function of having too much to do but rather not knowing what to do next. I had read this elsewhere. I'm glad I read it again in this book. It reminds me to remember what "overwhelmed" really means—not knowing what to get done next.
-

Rob says

The word "performance" has a kind of oily overtone: think of someone "performing" in conversation or a presentation, and you probably think of someone who's faking it. But as Michael Port points out, performance can be profoundly authentic—and in this book, he draws on the actor's toolbox to equip you to deliver convincing, powerful, honest performances.

The emphasis is on public speaking, but much of what he covers applies to everything from crucial

conversations to that make-or-break job interview. And he provides examples that cover the full gamut of life's performances.

I'm glad I bought both the audiobook and the Kindle version. I know I'll be referring back to the text often, but there's no substitute for hearing Michael's examples—especially around voice work and delivery.

I've been writing and delivering speeches, and coaching public speakers, for well over 20 years, and I learned a lot. I hope you'll find this just as useful.

Rachel Bhattacharyya says

This is an extremely useful and practical book. I might have to buy a copy for myself to mark up and underline. This is a "how-to" for anyone who might be an educator, speaker, businessman - anything that brings one into the realm of public speaking. I thought the suggestions would be obvious and simply reinforcing, but it became intriguing as I discovered what I have done incorrectly and what I could/should do. An eye-opener!

Tracy Elman says

Sales is show business. I did not realize I needed this kind of training. But after listening to this book I wanted more. So I went onto his web videos. Incredible. What a process. Acting is very important for leadership and sales.

Jim says

This book is easy and fun to read. I nailed a Toastmasters icebreaker with what I learned from a quick reading. I'll definitely study this material; it sounds great.

Etienne says

Really enjoyed this book, I do a lot of public speaking so it was interesting to get new ideas. Mr. Port has a good writing style and interesting examples to get better at public speaking.

Innocent says

This book is really amazing, especially if you want to do exceptional on public speaking. It provides lots of cool, inspiring ideas on public speaking, and you get to see the areas you need to improve on just by reading the first 15 pages of the book!

Marc Stephan says

He warned me at the very beginning this wasn't for people who were natural performers, and he was right. Half the book was explaining the philosophy of being a performer in every day life, and while I agree learning to be comfortable to roleplay is a very useful skill, it was very boring to me as I already have similar philosophies. This book may be great for people who are afraid of the stage, or to take the lead in a group meeting, or just generally have a hard time projecting any sort of confidence in any situation. But if you already know how to do these things instinctively, then you'll learn nothing here.
