

Selling the Song

Sing It and Mean It

By Lori Lyford

Sales Tips!

- Lyrics - What does the song SAY?
- Physical Expression - How will I say it?
- Mental/Emotional Content -
 - How will I feel?
 - What will I be thinking about ?
 - What do I want my audience to feel/think?

What Does It Say?

- Lyrics
 - Read the poetry
 - Be “comma-tized”
 - Find the words between the lyrics?
 - Know the nuances of the language
 - Find opportunities to be “onomatopoetic”
 - Be understood

Physical Expression

- The Expressive Body
 - Posture
 - Freedom
 - The Breath
- The Expressive Face
 - Amount
 - Type
 - Frequency of Change
 - Similarity to being “comma-tized”
 - Each new thought needs a new expression
 - It happens on the breath or on the “comma”

Mental and Emotional

The **Thinking** and **Feeling** Performer

- The “Plan”
 - Embrace it quickly and completely.
 - Write your own ending.
- Be *Flagrant*
 - *Give yourself goose bumps!*
 - “People who don’t get carried away should be.”
 - “People who don’t live on the edge take up too much room!”
- Think Ahead
- Be Believable



“Four, five, six...”

They stood there counting the colors of the rainbow overhead.

“My grandma says not everybody can see rainbows,” Sarah said

“She says only people with ‘vision’ can see them.”

“What’s ‘vision’?” Michelle asked.

“It’s like pretending, except the things you see become real

so other people can see them too.”