

MOTIVATED SEQUENCE OVERVIEW

STEP ONE: GAIN AUDIENCE ATTENTION

- 1. Grab the audience's attention! Be creative and get them interested.
- 2. Move on to the next step. (Identify the problem.)
 - a. Do not preview the main points of your speech.

STEP TWO: IDENTIFY UNFULFILLED NEEDS AND PROBLEMS

**Remember: This section is the focus of your speech-the majority of time is spent here.

- 1. Do not reveal the solution in this step.
- 2. Establish the urgency of the needs/problems.
- **3.** Try to focus in on two to three arguments.
 - a. Connect the problem to the audience (why this concerns them.)
- **4.** Back up all your claims with supporting evidence and orally cite your sources.

STEP THREE: PROPOSE A SOLUTION THAT SATISFIES UNFULFILLED NEEDS/PROBLEMS

- 1. Reveal your solution and explain how it works.
- 2. Describe in detail how your solution will satisfy each and every unfulfilled need/problem you mentioned.
- **3.** Back up all your claims with supporting evidence and orally cite your sources.
- **4.** Mention possible obstacles: Identify/raise them here, and solve them. If done correctly, this can make your argument stronger.

STEP FOUR: VISUALIZATION

- 1. Help the audience visualize the result of your solution. And perhaps paint a picture of what happens if they do not adopt your solution. You do not have to do both.
- 2. Use vivid language, truly paint a picture with your words.
- **3.** This step is meant to be brief.

STEP FIVE: IDENTIFY SPECIFIC ACTIONS

- 1. Tell the audience how they can become part of the solution.
- 2. Your action step may be similar to your solution or it may have to be different because your solution is complex. For example:
 - a. Similar to the solution:
 - i. Solution: All eligible people should donate blood three times a year.
 - ii. Action: Donate blood before the semester ends at the Red Cross on Willow and Studebaker.They are open Monday through Sunday from 10:00 a.m. 5:00 p.m.
 - b. Different than the solution:
 - i. Solution: Adopt a meat-free diet,
 - ii. Action: For the next month, choose two days a week to not eat meat.
- 3. This step is fairly brief, like the visualization step. Be sure to be concrete and specific.
- **4.** End your speech with a memorable statement.





