



## **DEMONSTRATE...**

What you like to do.

## **DEMONSTRATE...**

What you know.

## **DEMONSTRATE....**

What you'd like to share with others.

Have you ever given a book report or talk in front of your school class and been just a little scared to do it?

Have you had your hands shake or your knees tremble little when you wanted to show others something?

Have you talked to anyone in your town about how they are feeling after getting up before a town meeting to express their concerns? Some people won't try to express their good ideas because they are afraid of what others might think.

Many people share in the uneasiness that comes with being "up front" before others. Most realize that the more talking you do in front of others, the easier it becomes. Through demonstrations and talks, 4-H can help you develop poise and self-confidence. You will learn some basic "how to's" of public speaking. By practicing demonstrations, you will develop skills that will help you in many situations throughout your lifetime.

### **WHAT ARE DEMONSTRATIONS AND ILLUSTRATED TALKS?**

**Demonstrations** are simply showing and telling how to do something. You explain what you are doing while you work on something you like to do. You've seen lots of demonstrations without realizing it. When your mom or dad shows you how to pound a nail, make your bed, or set a table, that's a demonstration. When your 4-H leader shows you how to transplant a house plant, that's a demonstration too. Many television shows also feature demonstrations.

**Illustrated Talks** are like demonstrations but, instead of working on something while you talk, you just talk and use a variety of visual aids to help you. When your 4-H leader explains the horse breeds and colors by using horse models, that's an illustrated talk. When your friend explains a family vacation trip and shows you pictures, maps, and souvenirs, that's an illustrated talk, too.

## WHY GIVE A DEMONSTRATION OR ILLUSTRATED TALK?

Demonstrations and illustrated talks are ways for you to show others what you've learned. You will increase your knowledge because the more you know about the topic of your demonstration or illustrated talk, the easier it is to express your ideas before others. You will develop poise, confidence, communications techniques, and ability to think while on your feet. Participating in a 4-H Demonstration is also a great way to meet other 4-H members in your county or state.

## LET'S BEGIN

### STEP 1

Pick Your Subject Area - When deciding on what to do for a demonstration or illustrated talk, remember to:

#### K.I.S.S.

That stands for **Keep It Simple Sillyies**.

Start with easy topics for you, such as something you:

really know and enjoy

have learned in 4-H

find easy to do

think others will like too

can do quickly and without too much equipment



After you have done several simple demonstrations or illustrated talks, challenge yourself to try new ideas, or more complicated things as you grow in 4-H.

#### LIST SOME IDEAS YOU HAVE FOR YOUR DEMONSTRATION OR TALK:

#### NOW DECIDE THE ONE YOU LIKE BEST:

### STEP 2

#### NOW, PLAN THAT DEMONSTRATION.

Like many areas, the first demonstration or illustrated talk you plan may be the hardest but planning helps you know what you will be doing and gets your ideas organized. You can have your family or 4-H members who have already given a demonstration or illustrated talk or your 4-H leader help you think through your presentation. Here's a basic outline you can write on and use to help you plan your idea.

#### 1. List all important steps and processes of your demonstration.

**2. Arrange the steps in logical order** as you will be doing it.

Example: In a Shine Up Demonstration on Polishing Shoes, you apply wax polish before buffing with a cloth or shoe brush.

**3. List materials and equipment needed** for your demonstration, as it is your responsibility to bring everything you need to the place where you will be giving your demonstration.

Example: If giving a banana cream pie demonstration, by having a list you can avoid leaving the bananas on the kitchen counter and possibly forgetting them for your demonstration.

List materials or ingredients here

List equipment here

Making this list on index cards helps you to get things together that you need for your demonstration. Remember to check both lists before giving your demonstration to be doubly sure that you have everything you need to do your demonstration.

**4. Decide on your Demonstration or Illustrated Talk title.**

A catchy title will add to your demonstration, so put on your thinking cap! Others can help you brainstorm titles but you're the one to decide what you like best. Some samples to get you started are listed here:

**IDEA**

Mixing Paints  
Photography Tips  
Making Candles

**TITLE**

"Rainbow at Your Fingertips"  
"Focus It In"  
"A Glowing Accent"

Now it's your turn to think! What ideas do you have for your demonstration?



## **5. Plan posters or visuals — remember K.I.S.S.**

Posters can help you remember parts of your demonstration — listing steps or recipes will help you remember what to do. A cover or title poster could be used to introduce you and your demonstration to others. Above all, posters should add to the effectiveness of your demonstrations. Posters also help other people learn as they remember more of what is seen than what is heard.

Whatever visuals are chosen, remember a visual must be visible to be effective, so be careful not to jam too much into one poster or visual. It is better to have several neat ones. Neatness is also important. Do erase any guide lines you penciled in to keep lines straight.

NOW, what posters do you need to plan for your demonstrations? What do you want the posters to say? After making your visuals, be sure to use them in your demonstration or illustrated talk.

At the very end of the demonstration or talk, remember *to' say:*" "This completes my demonstration. Are there any questions or comments?" If there "are" questions repeat them so all in the room can hear both the question and your answer. Answer to the best of your knowledge, BUT, if you do not know the answer, admit it and say you will try to find out for them or ask if someone in the room knows the answer. Remember, we all learn by doing demonstrations or giving talks and no one is expected to know everything. If the room is small, you can paraphrase the question in the beginning of the response. For example, "Yes, you can prepare the orange smoothie using different appliances. I've found that the blender or large mixer does better than an egg beater though.

## **POLISH UP YOUR DEMONSTRATION WITH THESE POINTERS:**

### **I. Be Natural in Your Demonstration Delivery**

SMILE - Appear happy.

Show your interest and enthusiasm in the subject matter as it convinces the audience of your interest and helps them to become more "interested".

Do not memorize. Rather, talk through your demonstration in conversational tones. Talk directly to the people in your audience. Keep eye contact with your audience and not with the back wall. Scout out your audience for friendly faces. You'll find them.

Be yourself - your best self.

### **II. Hints to Improve Your Demonstrations**

Practice, practice, practice before a mirror, your parents, friends, club members. The more you do it, the better you become.

Take time to do a thorough job and do it well. The length of a demonstration talk depends on the subject; more complicated talks take longer. Generally aim at 5 -10 minutes.

The table is important. Keep it neat and clear with the center--always open so the audience can follow you and see what you are doing. Let the audience see plainly every step of your demonstration you may need to tilt or hold up higher: what you are working on in your demonstration. A mirror can be tilted to reflect what" you are doing if you cannot lift it up. If there is an overhead mirror, be sure it's adjusted so all can see.

Work from left to right or vice versa, depending on what is most comfortable. If items are on trays; it is easier to set up and clean up after. That way you can divide your work area into thirds: one with a tray for utensils and ingredients to be used, the middle to work in and the third area with a tray to put things on after using them.

If you have disposable items that you use in your demonstration, tape a paper bag on the-side of the table to be used as a trash and garbage bag.

Have something available and handy to wipe up spills. Paper towels, a dish cloth or sponge are fine for some demonstrations. Keep work space neat and clean. Clean up spills as they happen.

Cover labels on containers to avoid showing brand labels as you are not advertising a particular product. For example, after covering, rewrite "white glue" on the jar. You may also put ingredients in another container, labeled only for contents.

Pause is Grace. Short pauses in a talk serve to provide breathers for you and your audience. Do not make your pauses too long so that everyone gets uncomfortable.

Avoid phrases you use over and over again in your demonstration talk. Example "Take and Put", "You Know".

An attractive package is a silent salesman. Your appearance is important. Be neat. Naturally, you wear different clothes for a "Care of Livestock" demonstration, than for a "Sewing Machine Magic" demonstration. Remember, you are representing all 4-H'ers. Can they be proud of your appearance?

Remember your posture. Keep it straight. Stand tall. Avoid swaying.

If you go to the effort of making good visuals, be sure to refer to them during the demonstration or talk. Use pointers when referring to posters so you can refer to it but the center of work is kept open.

Try to enlarge small techniques for all to see. Example: For a demonstration on "How to Sew on a Button", cut a large button form out of cardboard. Put in holes and sew on with yarn instead of thread so more than a few can see what you are doing.

Food demonstrators need an apron and a hair net or headband/hat/cap to keep their hair out of food if hair is longer than to one's collar. This is a health regulation for food preparers. Food Demonstrators should use clear glass or plastic mixing bowls so all can see the product as it is being mixed. Be sure to create a food barrier by using a spoon or spatula so you are not directly handling the food.

If there is a loud noise, such as a passing train or plane, stop talking until the noise has passed.

If you are demonstrating with a running motor, speak loudly and project your voice over the motor sound.

Keep your cool when demonstrating if things go wrong; equipment failures that may happen do not count against you in evaluation.

### **III. - What To Talk About To Fill In Long Work Periods**

Avoid silence during work periods; try any of these ideas to talk about:

Your other 4-H experiences connected to the demonstration.

How the Demonstration applies to other fields: if in foods, bring in nutrition tips; if in dog care, discuss vet science related fields.

Other opinions or techniques related to your demonstration: what family thinks of your recipe.

Why subject is important and does it have any historical background?

Alternative methods and why did you choose one way over another. If cooking with ground hamburger, why did you choose that over- ground chuck or ground round. Explain differences between them.

Other 4-H experiences.

### **TEAM DEMONSTRATIONS**

Two people may give a demonstration together, but you need to be sure that both have equal amounts to say and do. Divisions between partners come best when there is a natural shift from one process, step or idea to another. When you demonstrate, you also talk about it. While your teammate is demonstrating, be a silent helper. Team members should be about equal in ability and experience. Be careful that your demonstration is integrated together, not two individual demonstrations. Team demonstrations require more practice.

### **EVALUATION**

Take a look at the DEMONSTRATION AND ILLUSTRATED. TALK - evaluation form - so you will know what the evaluators look for in commenting on your demonstration or talk. Practice by having a friend use the evaluation form while you give your demonstration or talk. Remember, an evaluation is another person's ideas on how well you do as well as what to do to make it better. Listen and learn from all comments given.

### **PREPARE FOR BEING IN A COUNTY DEMONSTRATION EVENT**

Practice your chosen demonstration in front of others and have them help you by giving comments on your good points and how you can improve after you have completed your demonstration or talk.

Review division areas and decide on which one fits your demonstration or talk.

Find out how to sign up for your county event by calling your leader or your 4-H office.

Find out details of where and when county or state events will be held. Plan on getting there early to get familiar with the area and have time to set up.

Encourage others, your family and friends, to attend.

Be sure to meet others in 4-H and make new friends at the event.

When it is your turn, give it your best. The evaluators will talk with you after your demonstration or talk and share their comments on improving your demonstration.

When you receive your ribbon, write the information on the card on the back of it so it will be a life long reminder of what you presented for a 4-H Demonstration.

Best wishes as you learn by doing through 4-H.