

# BUSINESS EDGE

Page **23** Monday, January 29, 2001

## YOUR COMMUNICATION COACH

# Master motivator makes the connection

Meet a Communication All-Star whose name you might not know, but who has a tremendous impact on the people he comes in contact with. He is Scott Chesney, a 30-year-old motivational speaker who is the president of Devotion to Motion, an organization committed to coaching people on how to empower themselves so they can begin to live the life of which they are so deserving.

Lots of people call themselves motivational speakers, but Scott Chesney is different. In addition to being a fascinating person, he is a great communicator. His outlook on life is amazingly positive.

At 15, he was a star athlete at Verona High School playing basketball, football and baseball. He was popular, handsome and charismatic.

Then one day, he began to feel a tingling in one of his toes. Within 48 hours, the tingling had gone through his entire lower body. Within moments, this 15-year-old kid with so much ahead of him had become paralyzed from the waist down, the victim of an incredibly rare stroke within his spinal cord. His was one of only 12 documented cases.

Sure, Scott went through periods of frustration and anger. He even contemplated suicide, but somehow, he emerged with a new outlook on life. Today, he is committed to using his paralysis, his wheelchair and his heart as vehicles to draw attention to his message, which is that all of us are capable of a lot more than we think.

Now, Scott is a much sought-after motivational speaker. He conducts workshops and seminars as well as one-on-one coaching. He has studied under Tony Robbins and Deepak Chopra. He is a world traveler, visiting more than

30 countries in three years while studying human behavior and sharing his life experiences with hundreds of thousands of people.

This master motivator says the key to being an effective communicator is to make a human connection with your audience. He says, "You can't motivate someone until you inspire them." According to Scott, one way to make this all-important human connection is self-disclosure, "giving up a piece of yourself" to your audience.

Scott says the key to truly connecting with people is "just being open and honest with yourself."

"I just expose myself and I try to put myself on the level of my audience," he says. "I speak with kids age 5 years old to people 105 and I think if you come in on that emotional level and you expose yourself, you let them know, 'Hey, these are the positives in my life, but these are also the challenges.'"

"I love to tell people that I had the thought of suicide. I love to tell people, 'You know what? This is what troubles me about my disability.' I want to share that. I want people to know I have nothing to hide. I want to be as totally open and expose myself to as many people as I can. One of my missions in life is to make a positive difference in the life of at least one person, each and every day."

Just listen to Scott, and I dare you not to take a deeper look into how you see the world and your place in it. By any measurement, Scott Chesney is not only an all-star communicator, he is a first-class human being. Do yourself a favor; visit his Web site at [www.d2motion.com](http://www.d2motion.com).

*Steve Adubato coaches and speaks on communication and leadership. Write to him at The Star-Ledger, 1 Star-Ledger Plaza, Newark, N.J. 07102, visit his Web site at [www.stand-deliver.com](http://www.stand-deliver.com) or e-mail him at [sadubato@aol.com](mailto:sadubato@aol.com).*



**STEVE ADUBATO**