

POWER TALKING

How to Say What You Mean & Get What You Want

The Key Power Talking Traits:

1. Project Positive Expectations

- Helps everyone prefer dealing with you
 - Cuts your mental fatigue while you're doing what you would otherwise have done, only with less enthusiasm
 - Makes helping others a pleasure rather than a burden
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2. Give Credit Where Due

- Promotes team cooperation by making others aware that you recognize their contributions: which in turn makes them contribute more freely
 - Gives yourself the boost that makes you feel good, and that you deserve
 - Interrupts the self-defeat cycle of getting down on yourself
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Here's what you'll learn:

- **Strategies for improving communication & teamwork**
- **Differences between power talking & powerless language**
- **How to keep your interactions more positive**
- **Create an even more impactful first impression**
- **Maximize your productivity by becoming more persuasive**

3. Rebound Resiliently

- Allows you to transform inevitable setbacks to positive learning experiences, rather than demoralizing "failures."
 - One crucial differentiating factor distinguishing "winners" from "losers" is how they describe situations that don't appear to be successes
 - Keeps your focus on what you can change – the future... instead of the past, which is out of your controlive, Joyous Feelings Today
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4. Accept Responsibility

- Preserves your sanity by maintaining focus on the manageable element... yourself, instead of spinning off energy blaming others
- Projects to others that you're the kind of person worthy of responsibility

- Contributes to a mindset that allows you to capitalize on available time rather than feeling continuously overwhelmed
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5. Encourage Cooperation & Reduce Conflict

- Identifies verbal “landmines” that can pit others against you when you unconsciously utter conflict words
 - Life is about gaining cooperation from others, and these are the verbal strategies that help you win it
 - Helps transform customer relationships from individual transactions to much more profitable long-term relationships
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6. Speak Decisively

- Shows the world that you’re a person who gets things done...on time... and this encourages others to help advance your career
 - Clarifies potential communication snafus and demonstrates that you’re a true professional
 - Helps you gain accountability to yourself, which leads to enhanced self-respect
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7. Tell the Truth

- Prevents undermining your professional image by identifying and purging integrity-busting words
 - Defuses arguments by de-escalating exaggerations
 - Gives you the confidence to stand behind what you say you’ll do
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8. Remember the Basics

- Cuts the discomfort of bumbling those “I can’t remember her name...” situations
 - Incorporates “The Golden Rule” into your daily verbal interactions
 - Helps you feel good... while helping others feel better, too
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9. Share Your Pride

- Helps you eliminate the biggest potential regrets in life
 - Promotes much stronger relationships with friends and family
 - “Glues together” your work team, and creates undying customer loyalty
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ADDITIONAL NOTES

UPCOMING DVDS

Jeff Slutsky

STREET SMART SELLING

*Innovative Tactics for Taking
Your Client Base to A Whole
New Level*

Release Date: February 1, 2005

Kerry Johnson

**NEUROLINGUISTIC
PROGRAMMING 401**

*Advanced Techniques
for Building Trust & Rapport
Faster Than Ever*

Release Date: July 15, 2005

Jane Handly

WOULD YOU

DO BUSINESS WITH YOU?

*How to Get, Keep, and Wow
Customers in a Highly
Competitive Marketplace*

Release Date: Sept. 1, 2005