How to Get Employers to WANT to Work with You!

Purpose of the Workshop: To Develop an __________ Plan

Law of Attraction: You get more of what you __________ __________

You are not an order taker
You are a __________________
________________________
To solve an employer’s problems, you must first know what they are.

The #1 way to decrease your influence?
Giving __________ __________

Meet them where they are (not where you want them to be.)
Honor People’s 
Expertise

People carry out their ______ _______ best.

Lead them down the path to discovery.

NOT
Suggestions

“The answer to a question no one has asked you is a ______ answer.”
Esther Hicks

Dare to Challenge Yourself

The Open-Ended Question:
Can not be answered ______ – or – ______

Gain objective, untainted information
1. What ________?

2. What have you _____ so far?

3. What actions are you ________________?

Don’t pretend to know something. Ask for clarification.

Exercise: Formulate your own “What” questions

________ your questions in advance

The most powerful skill anyone in business MUST master.

Once you ask a question, _______
80/20 Rule of Communication

The 5 Most Powerful Questions To Ask Employers

The Golden Question:
How will we __________success?

List 1-2 “take-aways”
Silver Rose Programs

FAST FAX TO 877-840-5416

Please check the box ☐ for the program(s) you are interested in and fill out the bottom of the page – OR – call 480-560-9452 | Email: info@SilverSpeaks.com

Silver’s 3 Most Requested Programs:
☐ Getting Others to Do What Needs to Be Done—WILLINGLY!
☐ How to Delegate so It Gets Done Correctly the First Time!
☐ Lighten Up & Lead – Re-engaging Your Team

EMPLOYER ENGAGEMENT
☐ How to Apply Relationship Selling to Working with Employers
☐ What You Can Learn from the Best Practices of Consultants and Salespeople

LEADERSHIP/MENTORING
☐ What You Want: Getting it Faster!
☐ Giving Feedback Employees Accept & Act On!
☐ The Magic Formula for Getting People to Change Their Attitudes
☐ Teaching Your Staff to Notice What Others Don’t and Take Action
☐ How to Be a More Powerful and Motivating Leader

CHANGEd
☐ A 12 Step Process for Producing Effective & Lasting Change
☐ Getting Employees to Embrace the Opportunities Change Brings
☐ For Leaders—How to Quickly & Successfully Get Buy-in for Changes
☐ How to Successfully Make Changes: __Company __
Department __ Your Selling __ Your Career
☐ Taking the Sting Out of Change With Your Clients

EMPLOYEE ENGAGEMENT
☐ How to Get the Best out of Your Team
☐ A Feedback Process that Inspires Action AND Teaches

We would like to inquire about Silver Rose ☐ speaking for us ☐ consulting
Date _____________________ Purpose is _______________________________________________________
Location _____________________________________________________ # of people attending_____ _________
☐ One Hour ☐ Half Day Seminar ☐ Two Hours ☐ Full Day Seminar ☐ More Than a Full Day

Your name _________________________________________________________ Position ___________________________

Organization ___________________________________________ Phone __________________ FAX ______________________

Email: _______________________________________________________________________________________

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