

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



Change Your Focus; Engage Your Team!

People carry out their _____
_____ best.

Lead them
down the path
to discovery.




Change Your Focus; Engage Your Team!

NOT
Suggestions




Change Your Focus; Engage Your Team!



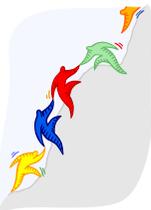
“An answer to a question
no one has asked you is a
_____ answer.”

Esther Hicks



Change Your Focus; Engage Your Team!

Dare to
Challenge
Yourself




Change Your Focus; Engage Your Team!



The Open-Ended
Question:
Can not be
answered_

_____ – or – _____

Gain objective, untainted
information



Change Your Focus; Engage Your Team!

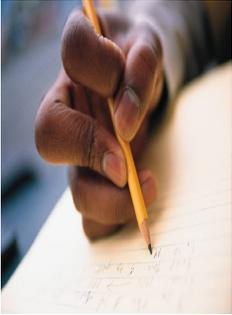
1 What _____?

2 What have you _____ so far?

3 What actions are you _____?



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

_____ your questions in advance



Exercise: Formulate your own "What" questions




The most powerful skill anyone in business **MUST** master.




Once you ask a question,





80/20
Rule
of
Communication



Change Your Focus; Engage Your Team!

The
5
Most Powerful Questions
To Ask Employers



Change Your Focus; Engage Your Team!

5

1 _____
2 _____
3 _____
4 _____
5 _____



Change Your Focus; Engage Your Team!

The Golden Question:



How will we
_____ **success?**



Change Your Focus; Engage Your Team!

List 1-2
“take-aways”





Change Your Focus; Engage Your Team!



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

EMPLOYEE ENGAGEMENT

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

CHANGE

- 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

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: _____