

Building Dynamic Relationships

Creating Understanding, Reducing Conflict, Getting Results

"In addition to your outstanding keynote performance, your breakout session, Building Dynamic Relationships was rated best of the conference!"
Illinois Association of Chamber of Commerce Executives

"Your program helped our members better understand their customers and how to sell to them – a real eye opener!"
Homebuilders Assoc.

"Your program, Building Relationships, Understanding Behavior Styles, was fun and interesting, but most of all, it has impacted our staff relations and helped us understand our clients better." Thank you for making a difference for us.
St. Patrick Center
Milwaukee, Wisconsin

Selling products or services, asking for a promotion, managing a group, serving on a team, or just getting along well with coworkers, customers, and family, are impacted by your ability to understand and communicate effectively with all types of people. This fun and interactive program provides the tools and insights necessary to create a high functioning workplace and greater individual success.

Based on DISC communication behavioral styles, this program will help participants understand their own style, quickly identify the style of others, and learn how to interact more effectively with them.

This program may be customized:

For sales groups:

Learn how different styles like to be sold to. What to avoid, what to emphasize, and how to qualify prospects by style.

For managers:

Learn more effective ways to assign tasks, delegate, gain acceptance of new ideas, and motivate individuals with different styles.

For any group of people working together:

Learn to understand others, value differences, and communicate more effectively.

Participants in any of the above groups will:

- learn to identify any style within 30 seconds
- understand what each style brings to the table and why each is necessary and valuable to a group
- learn how to build relationships, trust, and avoid conflict
- improve workplace and personal relationships

Whether you want to increase sales, improve productivity, reduce conflict, or just improve the day-to-day atmosphere at your workplace, this program is for you. Participants leave with new understanding and a new attitude.

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