



FROM THE FAMILY ROOM TO THE BOARDROOM

HOW TO COMMUNICATE WITH SOMEONE YOU WANT TO STRANGLE

Fun, engaging, and oh-so-thought-provoking, From the Family Room to the Boardroom will literally blow your mind.

In many ways, family members and coworkers are similar. You don't get to choose them. They irritate the heck out of you. They steal your stuff. But at least with siblings you can run and tell mom. It's not so easy with coworkers. So how do you deal with the people you have to see day in and day out?

It's popular these days to label people so you know how to deal with them. But here's the problem: People rarely stay in the little boxes we create. Pegging someone a "direct A-type" guarantees that tomorrow morning they'll show up as a "feeler C-type."

Instead of labeling personalities, learn to recognize behavior. Focusing on behavior allows you to adapt in the moment. By observing concrete criteria, you can adjust your approach instead of forging ahead without awareness. We keep it simple, too: using the analogy of cats and dogs, you can easily identify and work with various behaviors.

Let Sari de la Motte show you the secret to making involuntary relationships WORK.

You'll learn:

- Why the Golden Rule doesn't work when it comes to communication
- How the stories we tell ourselves hold us back
- How context affects and changes behavior
- What eye contact, body language, and voice pattern tell you about the hidden motivations of others
- How to communicate both competence and approachability
- How to invite participation and buy-in from prickly staff members
- When and how to ignore people in order to pique their interest
- How to save time and increase productivity
- ... and more!

Sari de la Motte is a nationally recognized presentation coach, speaker, and trial consultant. She has trained extensively with an internationally recognized authority in nonverbal communication and is an expert in nonverbal intelligence. You can learn more at: www.saridlm.com