

Creating Results In Your Professional Relationships

“4 Critical Communication Styles That Will Increase Your Sales”

Your training has helped me understand the value of leaving an emotional impression with our customers – opening their minds.

Linda St. Denis, Scotia Bank

It would be easy if people were like vending machines, where pushing certain buttons would get you desired results every time. In order for people to be effective, they need to share and receive information in their own specific *Personality Communication Language*.

The key to creating successful long-term business relationships and writing more applications is directly related to understanding our clients *Personality Communication Language*, followed by the ability to tap into the potential of these differences.

In this fun and engaging workshop the attendees will see first hand how our personality affects our daily behavior and in turn, our behaviors affect every relationship in our life.

90% of our behavior and communication is subconscious – Effectiveness begins with being conscious of people’s specific communication style.

Audience members will walk away with critical skills for a creating more loyal and effective relationships ensuring a higher degree of success in their business and personal lives.

Learning Outcome:

- The secret formula of how to connect with people in 3 minutes or less.
- Specific psychological and social triggers that make people take action.
- 4 Critical pillars that is the foundation of your business.
- The number one questions that will deepen every relationship in your life.
- What motivates people to buy?

I have had the opportunity to see and utilize Fred as both a motivational speaker and as a facilitator of workshops. In both instances he connected instantly with his audience and provided practical tools to encourage people to be accountable for their actions and deliver superior service to their customers. Fred's use of imagery and real-life examples enables him to drive his points with his audience.

Fred will either help you to grow your business or provide you with perspective on work-life balance.

Thanks again.

Mark Kerzner, VP, Business Development, FirstLine Mortgages (CIBC)