

Video

What We Know About Body Language

This Non Verbal Communication 'Thing'

Sales people
have to
be really good at
it....

Techniques to
influence

Some have it
some don't

I – You – We

Empowering Change

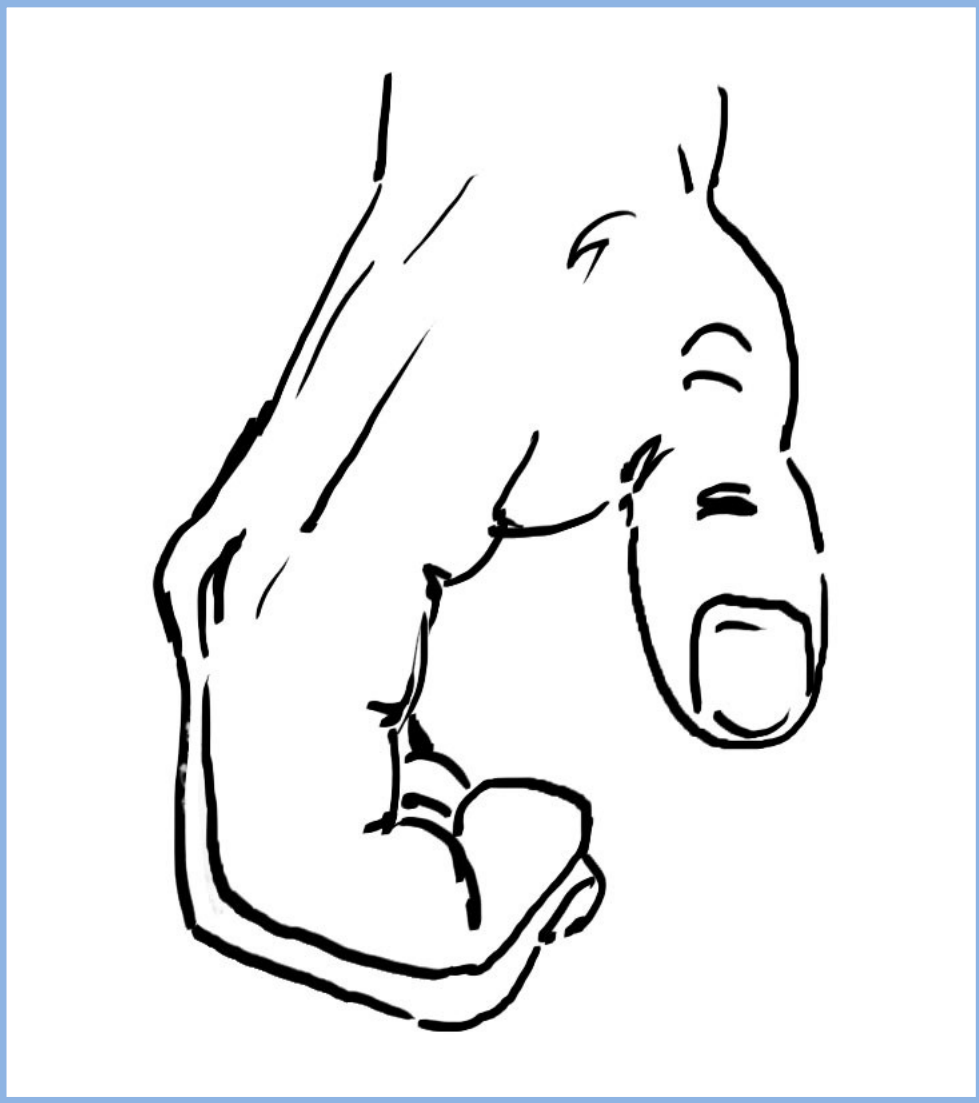
The Out and the IN





I – Experience

5 Second Awareness



You – Inspire



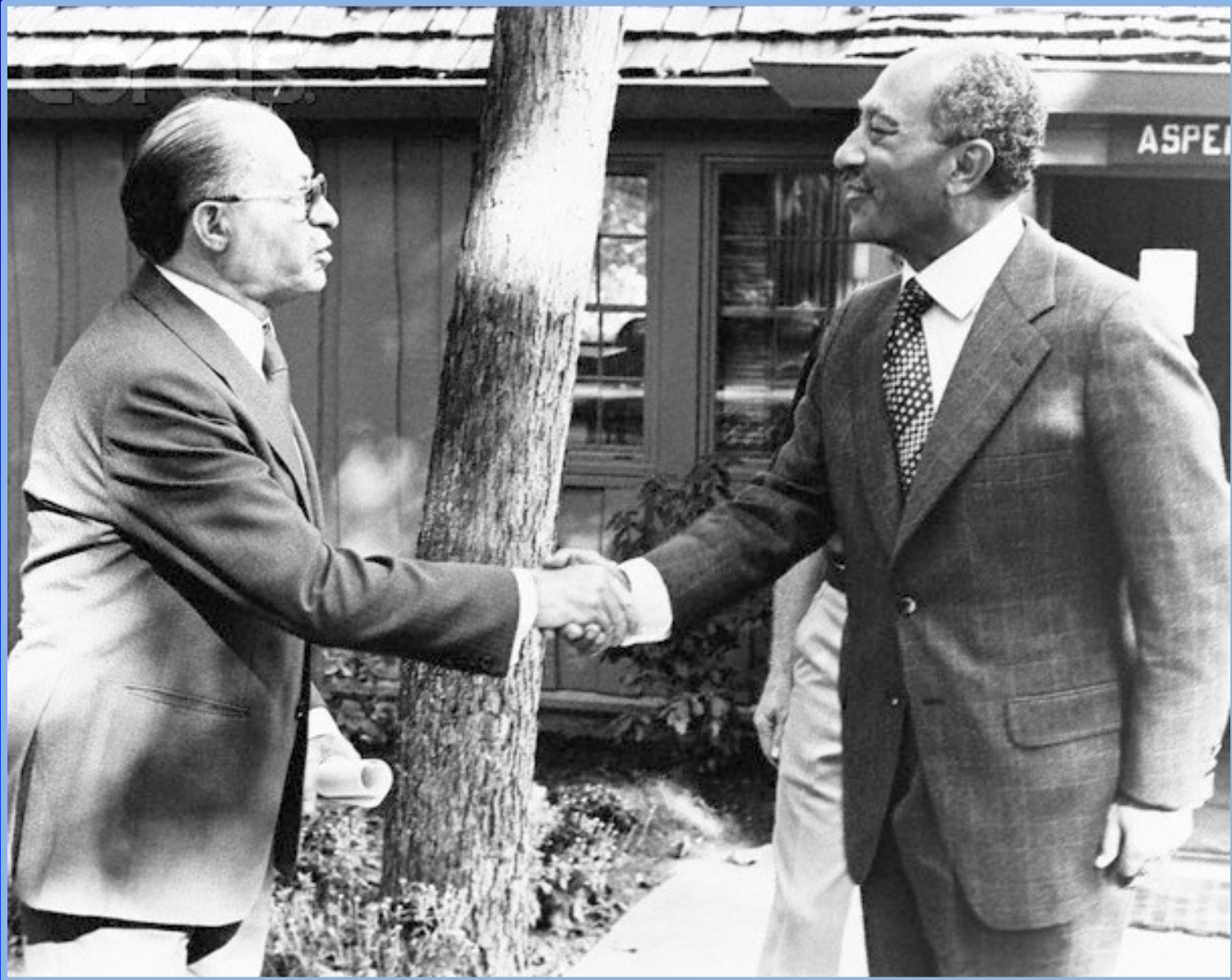


**The out impacts the in
which manifests in the body
language and lives in our
perceptions**















Just not the
thing with
the glove...





Mirroring that Works



Video







Exercise

We – Motivate

BBB

Which do you Chose



The Secret is CHANGE

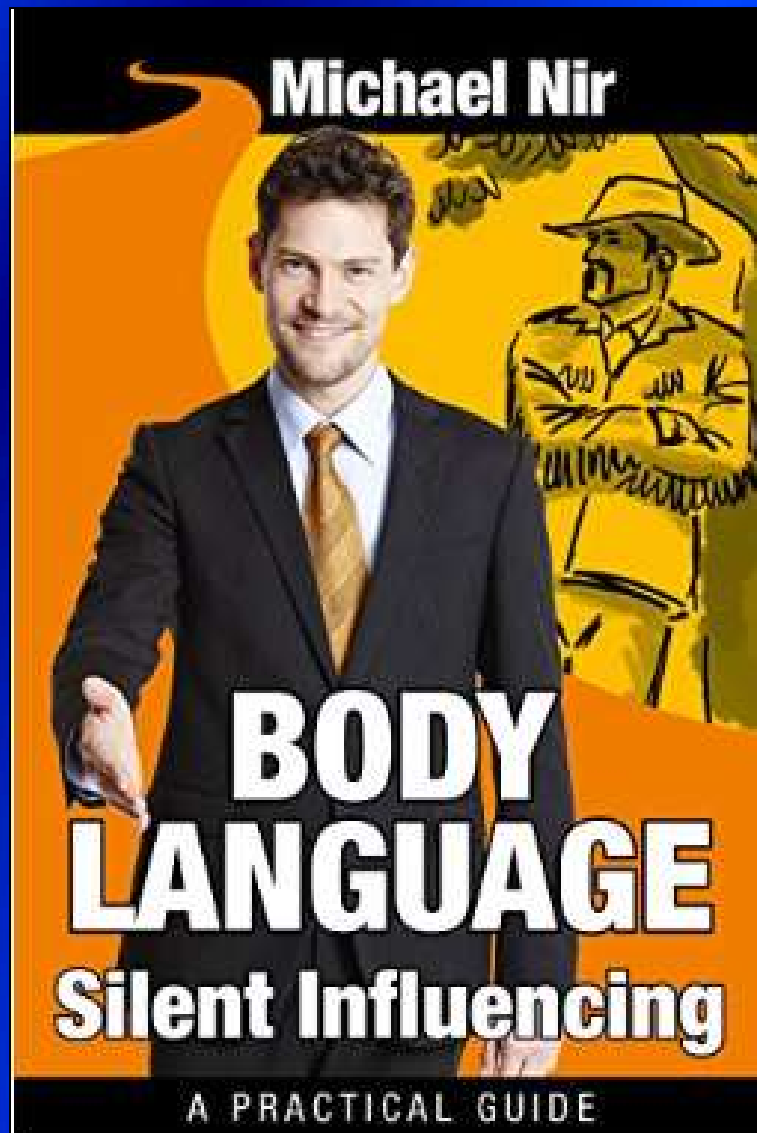
Direct the Rider

Motivate the Elephant

Shape the Path



Getting the Feeling
Experiencing



Thanks

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Influence – Bear in mind

Workshop with IIBA

December 3rd

Sunlife route 128 and 9