

Listen Your Way to Success

If you want a program that will teach you and your staff the art and skill of leadership and persuasion you have come to the right place.

Powerful people have one thing in common, they are good listeners. This skill alone can account for much of their success.

How well you listen is a very important part of your business savvy, professionalism and polish. Understanding that polish is a learned skill (and not a matter of some have it and some don't) can greatly increase your business relationships. Learn the communication skills that enable you to be immediately liked, trusted and respected.

According to the US department of Labor, it is estimated that of the total time we spend in communication, 55% is devoted to listening. Listening, of course, is the polite thing to do. It is not just a skill, but an art and as it turns out... a lost art.

Statistics also show that a lack of communications skills can account for as much as 80% of the reason people do not get ahead in their jobs...there is etiquette to communication and it starts with the art of listening.

People who do not listen well come across as uncaring or non-interested. Most people do not even know that they are not listening.... even when they think they are! This program reveals how and why that is....

YOUR OFFICE WILL LEARN:

- How to walk away from a conversation and be liked
- Using the art of listening to help you network more efficiently
- To persuade others using very few words
- How to be a great conversationalist, without saying much
- The skill of active listening
- How we listen
- Why people do not listen
- The etiquette of a good listener
- Steps to sharpen your listening skills
- The greatest listening tool
- Listen for the whispers
- Sometimes the most important message is what is not said
- How to be someone easy to listen to
- The power of your own voice

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YOU WILL BECOME AWARE OF:

- How well you listen
- The difference between hearing and listening
- There is more power in listening than speaking and why
- How you come across to others
- Why listening is important to you
- The power of listening and what is in it for you

ALSO DISCUSSED

Ms. Grosso teaches from a value based perspective of "what is in it for me". Understanding the "why" is often more important than understanding the "how". In her programs, both are emphasized.

How you handle yourself and how you handle others is the new measure of success.

To schedule your program Call (843) 207-1025 in the Continental USA.

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