

Having that Difficult Conversation!

And Other Conversations
that Impact a Career



Genuine Listening

“ Means suspending your memory, judgment, and desire, and for a moment at least, existing entirely for the other person.”

Mike Nichols

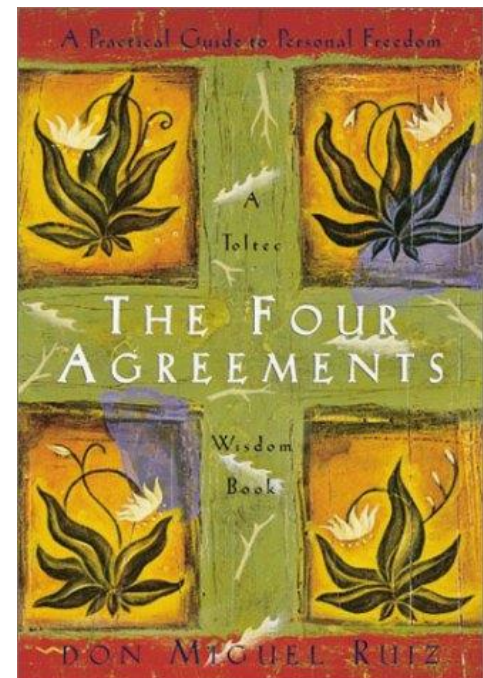




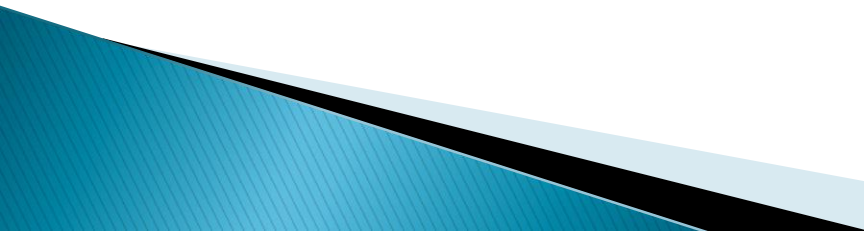
**The Need to
be Right!**



- ! Be impeccable with your word**
- ! Don't take anything personally**
- ! Don't make assumptions**
- ! Always do your best**

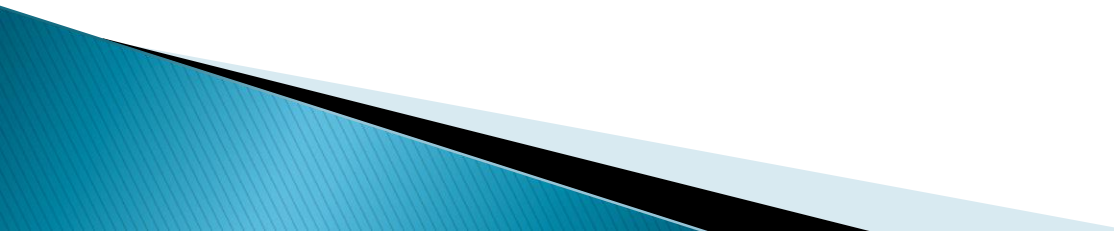


Keys to the Difficult Conversation

1. Take personal *accountability* – decide to have it
 2. Make your *intention* clear – to you and the other person
 3. Beware of the *Black Dot*
 4. Show up in *gratitude*
 5. Ask *questions*
 6. Watch your *words*
 7. *Admit* when you are wrong
 8. Create a *win* – for all involved
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Other Conversations... that Impact a Career

A conversation with a possible
employer!
(The Interview)



Other Conversations... that Impact a Career

A conversation with an employee!
(one to one)



Other Conversations... that Impact a Career

A conversation with the Boss!
(one to one)



Other Conversations... that Impact a Career

A conversation with The Team!
(Speaking to an audience!)



Other Conversations... that Impact a Career

A conversation with a loved one!
(Your life comes to work with you!)

Other Conversations... that Impact a Career

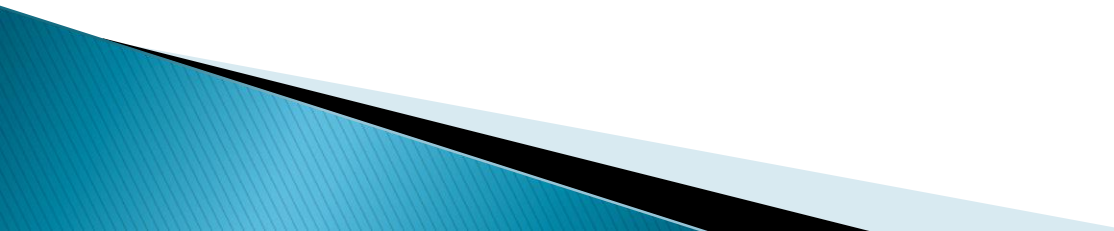
A conversation with your coach!
(Play to win!)



Other Conversations... that Impact a Career

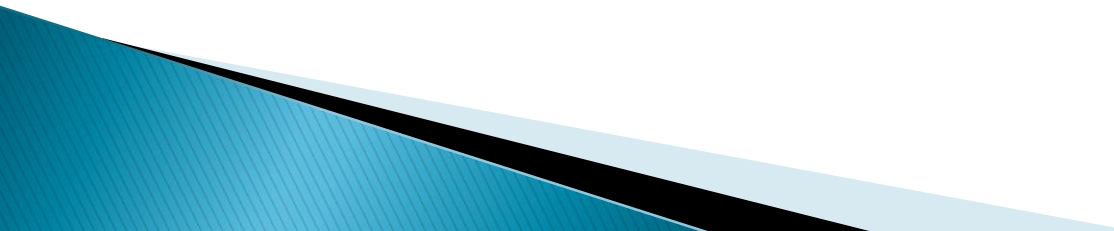
A conversation with your
mastermind!

*(Use the knowledge, experience,
contacts, thinking, and resources
of others!)*



Other Conversations... that Impact a Career

A conversation with yourself!
(Leader lead thyself!)





Other Conversations... that Impact a Career

The conversation of a *lifetime!*

