

INFLUENCE REDEFINED

Be The Leader You Were Meant to Be,
Monday to Monday®



Influence Skills

1. Pause = Knowledge

Trust your competence! Give yourself permission to pause, b-r-e-a-t-h-e and to gather your thoughts. Speak in bullet-point sentences. Your listener needs time to understand your message.

2. Eye Connection = Trust

Engage your listeners by staying focused on one person at a time for a full sentence or thought. Only speak when you see eyes! Practice focusing on objects in front of you during a virtual conversation to stay focused and to practice this skill.

2. Commit

Commit to practicing each skill every day. Commit to video- or audio-recording your conversations five times a week for the next 30 days.

3. Accountability Partner

It's too difficult to do it alone! Identify who will help hold you accountable daily, weekly and monthly. Share with them the skills you will commit to. Decide when, where and how you'll meet with them.

Accountability Challenges

1. Pause

Five times a week, audio record your conversations and immediately play them back. Twice a day for one week, ask your listener to coach you when you're not pausing.

2. Eye Connection

Five times a day for one week, ask for feedback when you're talking and not connecting.

4. Feedback

Before a conversation, ask for specific verbal and non-verbal strengths you are trying to develop.

5. Assessment

After receiving feedback, take time to assess what you experienced. Ask yourself: "What specifically would I change or improve?"

6. Practice

Create a 30-day action plan that will guarantee improvement and the steps you can take today. If you want results, your action steps need to be specific, measurable, attainable, relevant and timely.

Accountability

1. Consistent

Is your personal brand consistent Monday to Monday®? What will you begin to do today to make sure how you show up and how your listeners experience you and your message is consistent every day of the week?

Why You Should Care

81% of CEOs said people skills will be their top priority over the next five years.

– IBM Survey

Workers at Fortune 1000 companies send and receive an average of 1798 messages each day via electronic and face-to-face communications.

– Business Outlook

Miscommunication can cost an organization 25% to 40% of its annual budget.

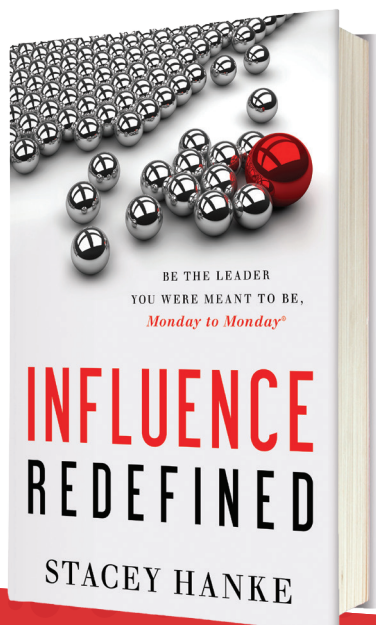
– Linchpin Learning Manchester Companies estimates

Click this box to receive our complimentary report, "5 ways weak communication hurts strong businesses".

Or go to staceyhanke.com/5-ways.

References

- *Essentialism: The Disciplined Pursuit of Less* by Greg McKeown
- *Presentation Zen: Simple Ideas on Presentation Design and Delivery* by Garr Reynolds
- *Resonate Present Visual Stories That Transform Audiences* by Nancy Duarte, author of slide:ology
- *Talk Like Ted: The 9 Public-Speaking Secrets Of The World's Top Minds* by Carmine Gallo
- *The Naked Presenter: Delivering Powerful Presentations With or Without Slides (Voices That Matter)* by Garr Reynolds
- *Yes You Can! Everything You Need From A to Z To Influence Others To Take Action* by Stacey Hanke and Mary Steinberg



Check out Stacey's new book, "Influence Redefined: Be the Leader You Were Meant to Be Monday to Monday.®"

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communicate with influence

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