



Michael Grinder and Associates

*Author of 12 books, Michael Grinder knows that Great Communication depends on How You Say It (non-verbals) More Than What You Say...
What are you saying with your NON-VERBALS?*

Michael's style is one that uses lots of group involvement, humor and energy. Your delegates will really appreciate the delivery as well as the take home value of the content of his work.

Keynote Titles:

THE POWER OF INFLUENCE

Traditionally, we all think that the person who has the power will win or rule a situation. Yet, it is the person who really understands the power of influence that will have — the power. Understanding what to do with our face, gestures, voice, body and our breathing (when to do it) gives many more options. This session will teach you how when to use these subtle yet powerful methods of communication. It will improve your ability to lead, conduct meetings, manage challenging people or situations, lead up, and present information to name a few.

HOW NOT TO GET SHOT - HOW TO DELIVER A DIFFICULT MESSAGE and retain relationships...

Remember the saying 'don't shoot the messenger'? This keynote is designed to teach people how to deliver bad news and not get shot! Eight easy, yet specific steps that allow anyone who uses them to maintain relationships while presenting other than positive information. Use for performance reviews, meetings, presentations or any situation that involves conflict or requires negotiation. It is a fun - yet extremely useful - session that involves great learning while they are laughing a lot!

CORPORATE CHARISMA: CATS AND DOGS: Getting different personalities to work together easily.

Always remember to a dog you are family. To a cat you are staff! A new way of looking at and dealing with different personalities in the workplace. This session is very interactive and full of practical examples, and gives very specific guidelines for managing or leading very independent individuals who work side-by-side with those who are enthusiastic and willing to comply.

NON VERBAL LEADERSHIP - HOW TO BRING OUT THE BEST IN OTHERS

We are taught to talk- but not really communicate. Michael is the master of teaching the process of communication. By being aware of and understanding the process level, we become much more influential and persuasive. Appearing on the surface simple things like the length of our pause and what we do during the pauses can transform the way others perceive us. Increase our ability to inspire, build teams, empower others, have people listen to what you say and pay attention if you speak.

GROUP DYNAMICS - THE SECRET OF STRONG TEAMS

The saying "the whole is greater than the sum of the parts" refers to the shift that occurs when separate individuals in a group come together to form a well functioning team - a 'whole'. How to create a cohesive group or team that operates at a very high level, is the content of this session. There are many specific behaviors that can be taught, which will allow an leader to build a group where people work well together and cooperate and achieve more as a whole, rather than a bunch of achieving individuals.

CUSTOM HALF DAY AND FULL DAY WORKSHOPS

Michael also offers half day and full day workshops on the above advanced communication and influence skills. Such topics include: Presentation Skills: making presentations that are remembered, Negotiation: the ingredients of win-win, and Mentoring and Coaching: methods that produce professional growth.

Experience Michael Grinder's 40 years of observational research on four continents for yourself.

Call today to reserve your dates 1-360-687-3238 or email info@michaelgrinder.com

To learn more about Michael and his extraordinary work visit www.michaelgrinder.com