

# What makes people TICK?

How to understand people, effortlessly connect and be a stronger communicator.



## At our next national Members Meeting on 10 February 2017

Have you ever had these thoughts about your clients, colleagues or suppliers: “Man, can he talk!”, “I just can’t seem to connect with him”, “What planet is he on?”, “He takes so long to make a decision!”

Understanding people is at the core of building quality relationships and valuable business partnerships. It’s an essential business and life skill.

Sharon Kaibel from AchieverNet will be presenting this important session: **What makes people TICK** at our next national Members Meeting.

### **Just some of the things you’ll take away from this valuable session:**

- Learn the art of people reading so you can effortlessly connect with a wide range of people.
- Build stronger strategic alliances and business opportunities
- Hold greater influence by being able to tap into the priorities of the other party
- Resolve conflicts more easily
- Leverage your own personal strengths and priorities to be more effective in your role
- Appreciate difference in others and see situations from different viewpoints

- Quickly identify and read people's behaviours and communication style to build instant rapport
  - Adjust your own style to communicate with more influence
  - Break through past communication conflicts and create new, healthier ways of engaging and interacting.
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#### OUR MEMBERS MEETING SPEAKER

## SHARON KAIBEL

Principal - AchieverNet

Sharon is known for her interactive, engaging and high energy sessions.

Sharon is a Licensed What makes people TICK behavioural styles practitioner. She combines her business experience with an engaging and practical learning environment in which people can fully develop their skills.

Sharon is a Business Coach, Speaker and Trainer with a passion for building people, performance and productivity.

