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DYNAMIC LEADER

Newsletter

LEADERSHIP DYNAMICS
Publication

STRENGTHEN YOUR PEOPLE SKILLS

Many individuals pay a monumental price in lost productivity, emotional disturbances and damaged relationships caused by poor or a lack of people skills. A conflict between colleagues can impact not only your productivity, morale and motivation, but also affect the services provided to clients, and your interactions at home.

Strong people skills are essential to achieving positive and productive relationships, whether they be work relationships, family relationships or relationships with others in our communities. Those who understand and work to strengthen their people skills contribute not only to the organization but also to their own personal career success. The relationships that individuals create and maintain with others at work or at home through the application of strong people skills can be viewed as treasures. When relationships are healthy, open, fun and mutually rewarding, they can enrich both your professional and personal experience.

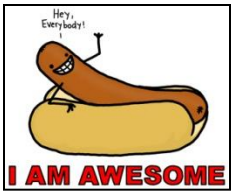
Ways to Improvement Your People Skills:



SMILE: Start with a smile and a great welcome. Smiles are contagious and will win over many people without a word. A warm smile shows you are friendly, open and ready to communicate. You also will be more relaxed as you strengthen your people skills.



LISTEN: Be a good listener: Encourage others to talk about themselves. When you are nervous, you think you can hide it by talking incessantly about yourselves. People interpret this as being arrogant. When you listen to others you make them feel important, and that you like them. As a result they like you in turn.



IMPROVE SELF-ESTEEM: Low self esteem seems to be one of the most devastating psychological conditions alive. Millions of people struggle with low self esteem, as it sabotages their people skills, their social lives, their careers and almost every other area of their existence. Overcoming low self esteem can be done successfully.



FLEXIBLE COMMUNICATION: People come in all shapes and sizes, and with different personality types as well. People are individuals, with as many similarities from one person to the next as differences. To communicate most effectively, each will require you to communicate with them in their own individual preference style, using their language, their body gestures, and their pace and intonation.



BECOME SELF-AWARE: People with high self-awareness usually understand their emotions, and because of this, they don't let their feelings rule them. They're confident because they trust their intuition and don't let their emotions get out of control.

Coaching Services

Professional Coaching Services offered by Leadership Dynamics are specifically designed for individuals dedicated to peak performance in all facets of their activities. Professionals and Non-Professionals hire us to help them focus continuously on activities and tasks that bring higher returns on their investment.

We engage our client in evaluating, strategizing, planning and implementing an effective system with a high degree of accountability.

Once established, our job is keeping our clients focused, on-track, clear, and accountable for what they want to accomplish or change.

Leadership Dynamics has provided coaching services in many different formats since 1993. During which time, our organization has grown into a nationally recognized practice with clients throughout the country.

Our Coaching Division is focused on coaching business professionals and non- professionals via phone or face-to-face, at regularly scheduled times.

All encounters, seminars, workshops and cyber-coaching are delivered in a business or life coaching format.

Client commitments are predominantly long term and require coaching sessions that last from 3 months to a year with resign-ups of 3 to 6 month increments. Since Coaching is primarily an interactive based relationship, we find to have less of a commitment would not do much, unless short term projects are involved.

Coaching Methods

1. By-Phone Sessions - These are scheduled coaching calls where the coach will meet with you over the phone.

2. Face-to-face (when available) – These are scheduled coaching sessions when the coach will meet with you at your office or at a convenient location near by.

3. E-mail and Text Messaging - Many times all that is needed by you may be a quick communication to or from the coach that doesn't require an immediate response. This service is offered to you and is available at times when the coach is not with another client.

4. Touch Bases - These are unscheduled three to five minute calls to the coach used by you as a reality check, options discussion, brainstorming, sounding board or to share a success. When a touch-base is underway, you are to identify yourself, state the topic of discussion and ask how much time the coach can provide to you at that moment. Should the coach be available, the coach will talk with you or if time is not available the coach will set a time when the coach can provide the support you need.

5. Scheduled sessions last from 30 - 60 minutes depending on your needs.

6. There are 4 - 5 scheduled coaching sessions per month depending on your needs.

5 Ways To Motivate Yourself

To Make each day count.

1. Change your information intake. Program out negative and cynical information from the media and your environment. Program in positive news and entertainment, and get more Positive information from personal improvement CD's and books.

2. Cut down on TV. Watch less of what they are doing on TV and do more of what you want to do in life.

3. Figure out why you're doing something. Do things that you have strong reasons to do.

4. Remember to have fun. Create fun in your life.

5. Do the toughest task first. This will ease a lot of your day-to-day worries and boost your self-confidence for the rest of the day.

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