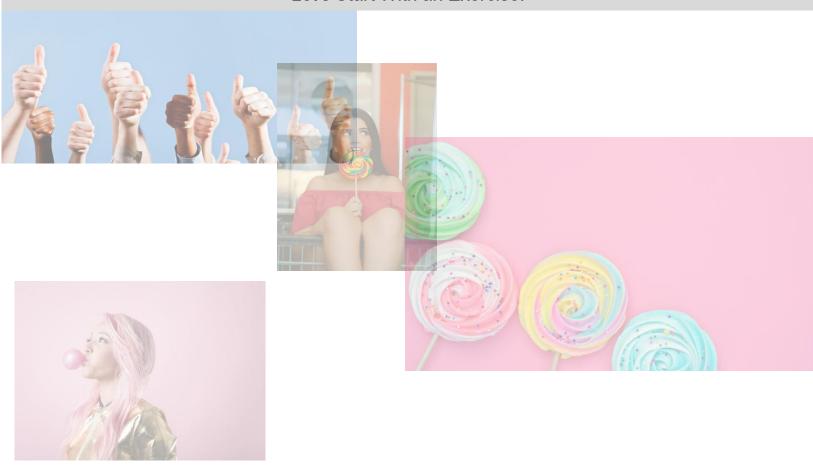


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## Let's Start With an Exercise!





## **The Marshmallow Test**

Emotional Triggers Impulse Gate





We are moving things from a \_\_\_\_\_\_
To a \_\_\_\_\_

## **Key Concept!**

It is not about eliminating emotion.

There is no such thing as non-emotional.

Some emotion is good emotion.

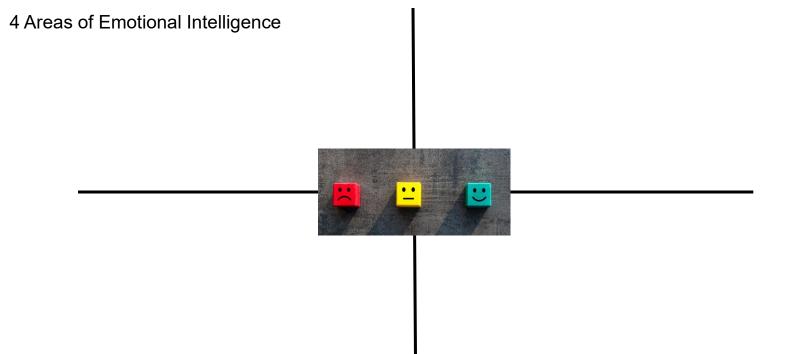


Even the negative are a





When the pain of	



Relationship Management is about \_

How Do We Show Empathy?













Listening is \_\_\_\_\_.
and \_\_\_\_\_.



2 reasons we listen: SOFT



# 3 Reasons we struggle to hear:









Scenario:

Acknowledge Transition

**Negativity Inquiry** 

Go Big!

When, Then, So

**Perception Checking** 

## **Bonus Phrases for good EQ:**

"Could you tell me more about that?"

"I understand what you're saying, and..."

"How do you feel about that?"

"I'm not sure what's wrong. Could you explain the problem?"

"Can you clarify that for me?"

"What I'm hearing from you is \_\_\_\_, Is that right?"

"This situation makes me feel..."

"You both have good points. Let's see how we can work together."



### Circle of Influence



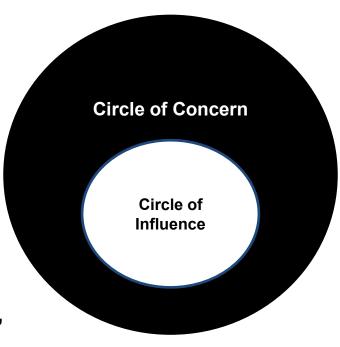
Do something It is NOT "all or Nothing" Small Steps



## Self Management.







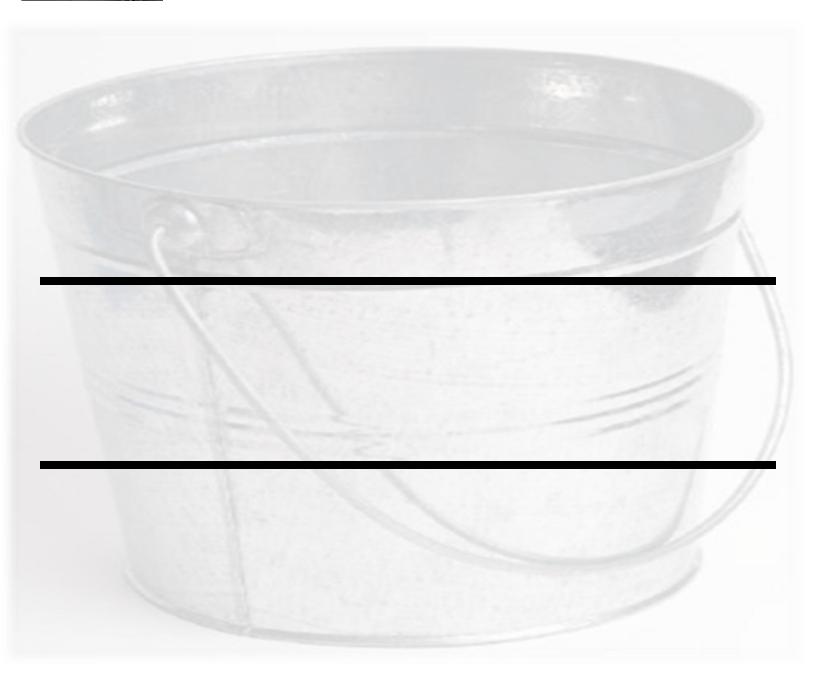
#### **Circle of Concern**







My Mom Taught Me 3 Things:



#### 2-3 Traits or Characteristics



I would LOVE your feedback! Scan the QR Code

(And get a free super cool communication tip sheet!)



"Before you abuse, criticize, or accuse, walk a mile in my shoes."

**Elvis Presley** 



Glow Up and Glow Out!

