

PLAYING BIG:

Emotional Intelligence for Exceptional Performance and Leadership



1. Emotions drive: _____

*I.Q. and technical skills will get you in the game... your E.I. will take you to the next level!



Leadership Law:

If you don't deal with emotions that drive behavior... you're at risk!

2. It starts with: _____

Bottom line: I need to manage myself – so I can stay smart.



Leadership Law:

Emotions come before thought... we feel before we think.

“In order to be successful and fulfilled nowadays, you must learn to maximize your Emotional Intelligence skills, for those who employ a unique blend of reason and feeling achieve the greatest success.”

“Attitudes, moods, and emotions are contagious!”

SEMINAR SPEAKER:



Steve Gutzler
 President
 Leadership Quest
www.stevegutzler.com
steve@stevegutzler.com



PLAYING BIG: Emotional Intelligence for Exceptional Sales and Performance Leadership

3. Emotional Management: _____

- S.
- O.
- S.
- S.

Remember: Breathing helps neutralize cortisol.

4. Emotional Management: _____



Leadership Law:

When a person is in a "hijack state"—logic and reason are thrown out the window!

5. Emotional: _____



Leadership Law:

At the end of the day...as a leader... I must be committed to my people.

6. Personal: _____

3 Questions That Will Define My Success:

- (1)
- (2)
- (3)

“Suspending judgement of emotions allows them to run their course and vanish.”

“Count to ten...
Sleep on it...

Put a mental recharge into your schedule.”

“All things being equal, people will do business with, and refer business to, those people they know, like and trust.”

www.stevegutzler.com



©2013-2014 Steve Gutzler & Leadership Quest. All rights reserved.

“Play Big...Play at Your Best...Lead Yourself!”