

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!



“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!”



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.

SEMINAR SPEAKER:



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PLAYING BIG: Emotional Intelligence for Exceptional Sales and Performance Leadership

3. Emotional Management: _____

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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.”

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