

My top 5 this week

- The hidden superpower introverts have in negotiations
- Use Brainwaves to your advantage
- Numbers kill engagement
But that's not true
- The Weekly 121
The Secret to Building Trust
- I found Fear to be
my driver for Learning



The hidden superpower introverts have in negotiations

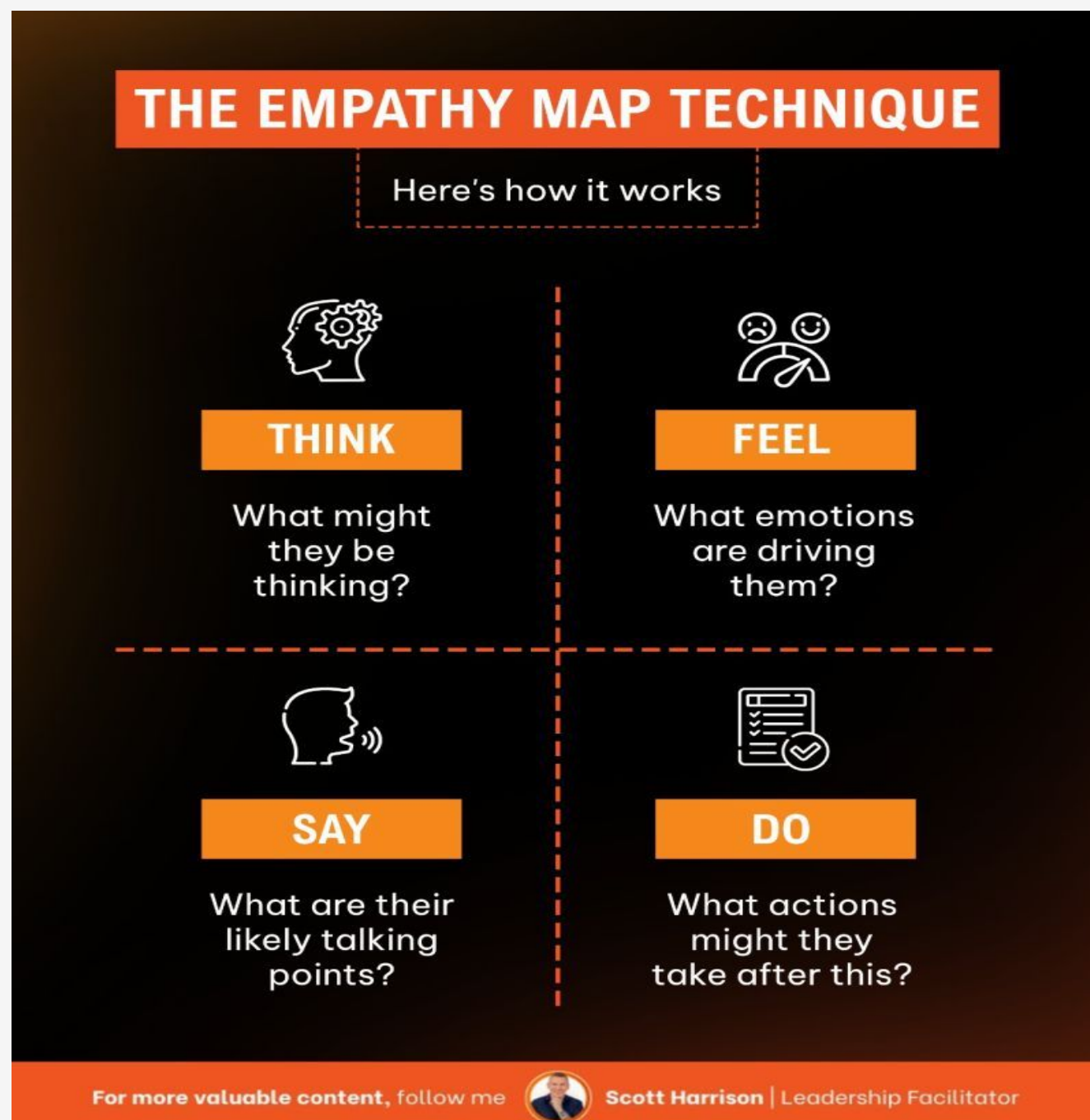


Scott Harrison • Following

Helping you master the art of high-stakes negotiations | Turn tough talks...

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- Deep Listening
- Strategic Silence
- Thoughtful Responses



Use **Brainwaves** to your advantage



Keith Kittelson • 1st
Founder @ Samvega Coaching
1d • Edited •

The intensity of these brain waves is almost entirely dependent on our state of mind.

**1-4 WAVES PER SECOND
(DELTA WAVES)**

Mind is in deep sleep; the deepest state of consciousness.

Keith Kittelson
Founder @ Samvega Coaching

8 / 15



Numbers kill engagement

But that's not true



Sheza Yazdani • 1st

Building your personal brand and generating high-ticket clients for busy ...

[Book an appointment](#)



Sheza Yazdani

Personal Branding Expert

Numbers don't kill engagement. Boring numbers do.

I've learned how to make data irresistible. Follow these tips:

1. Shock value
2. Micro-stories
3. The rule of one
4. Unexpected comparisons

Remember:

Stories persuade. Data supports.



The Weekly 121

The Secret to Building Trust



Scott Kingsbury • 1st

Founder | Coach & Trainer For 1st Line Leaders & Their Teams

THE WEEKLY 121

AND HOW TO HOLD ONE

HERE'S WHAT WE COVER:

1

SUCCESSES FOR THE WEEK

- ↳ Celebrate the wins, big or small.
- ↳ Acknowledge progress & celebrate positive behaviour.



2

HOW THEY'RE FEELING

- ↳ Check-in on their well-being.
- ↳ Understand them & how they're feeling.



3

CHALLENGES

- ↳ Identify any blockers they're facing.
- ↳ Offer support & solutions to keep them moving forward.



4

THINGS IMPACTING THEIR MINDSET

- ↳ Dig into what might be affecting their mindset
- ↳ Help them reframe & refocus. Mindset is the foundation of everyone.



+ A GENERAL CHAT

This is their time to bring up anything on their mind. No numbers, no metrics, just a conversation about them.

WHY IT WORKS:

- You connect on a personal level.
- You help them overcome challenges.
- You keep the team's mindset strong & focused.
- You build trust.
- You show you give a s**t.

BONUS HELP

STOP, START, CONTINUE

STOP

- ↳ 1 thing to stop doing the following week.

START

- ↳ 1 thing to start doing the following week.

CONTINUE

- ↳ 1 thing to continue doing the following week.

T

TELL ME

"Tell me how you have been feeling this week?"

E

EXPLAIN TO ME

"Explain to me what challenges you have faced?"

D

DESCRIBE TO ME

"Describe to me the process you went through to get that win?"



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Scott Kingsbury



I found **Fear** to be my **driver** for **Learning**

Movie **Inside Out** >

Each emotion helped Riley, navigate life's challenges, showing that **all feelings are valuable** and necessary for personal growth and well-being.





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