REVOLUTIONIZING
TEAM COMMUNICATION

SAYING NO WITHOUT SAYING NO: ReNOgotiate
A positive “No” in email or in-person is key

Sometimes delivering a “No” to your team or direct report is a necessity. How you say it is often as important as what you’re saying. Our coaches help you set a “baseline” of communication that opens the other person’s mind to what you’re saying. Opening “mental gates” with our 3 Step Empathy formula will dramatically improve outcomes.

In this interactive session, learn the Burst Structure for saying “No” verbally and in emails.

TOPICS INCLUDE:

- Learn to actively listen - first
- Ask high-value questions and reNOgotiate
- Learn to lead with the positive, help them feel heard, offer suggestions and end with a positive

AGENDA:

:00 - :20  Set a baseline of communication
:20 - :35  Learn to Ask / Verify / Renegotiate
:45 - :60  Use the Burst 6- Sentence Email Template to set a new positive standard for written communication.

STATS FROM RECENT EVENTS

Over one-hundred Interactive Advertising Bureau members attended this session.

FLEXIBLE TRAINING OPTIONS

- 30 - Minute Micro-Burst
- 1-Hour Burst
- As part of a Burst Training Bundle
- Virtual / In-person 2021
- 1:1 Individual Coaching

For more information on our flexible trainings, contact:  +1 (855) 638-7246