

Getting it Done... While Getting Along

Getting through to people in changing times

"How can we do what **we need**, when you want to do what **you want**?" In life, and business in particular, you must be able to get along to get the job done.

"**Getting it done**" addresses a desire to complete the task at hand – to follow through on the process, reach our goal and celebrate the results. "**Getting along**" requires us to consider the other people impacted by our actions, reactions or inaction and how this affects team work and relationships.

Explore how personality styles affect communication, decisions and negotiation situations within the workplace.

Expect to gain valuable insights into interpersonal skills, self awareness and increased employee and client retention and communication.

This session will provide attendees with a clear understanding of why some of their business relationships succeed and others fail. Being able to recognize the individual personality and behaviour styles of colleagues and clients, you will be in a better position to communicate more clearly.

You will recognize the need for relationship tension as well as ways to reduce it.

Who should attend:

This workshop is designed for those individuals looking to improve the effectiveness of their interpersonal communication. The session will reveal valuable insights for business owners and their employees alike.

Program Format:

Getting it Done... while getting along is available as a one or two hour workshop or used as an additional module during the Communication Based Selling program.

About Jim Carty

Selling is about people, relationships and communication. Sales professionals, new-comers and high-performers alike, turn to Jim Carty for the insight to hone their skills. Personal integrity is the foundation of Jim's philosophy and the basis on which he founded AltiMark Business Group. His sales training has an immediate impact on the participants, giving them the tools and resources to more effectively serve their clients. This is the epitome of results-oriented sales training.