EVERYONE COMMUNICATES
FEW CONNECT

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based on the book by John C. Maxwell
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Areas of Expertise
Project management, process improvement, change management, legal project management, litigation management, leadership, meeting facilitation, workflow and technology solutions
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Areas of Expertise
Creating/conducting improv-based workshops, writing, acting, producing comedy shows, video production and editing, and graphic production
Definition - To "improv" or "improvise" is a way of creating ideas or content collaboratively in the moment, a methodology that involves paying attention, responding supportively, and acting constructively.

• It is an optimistic, practical and creative approach to communication
• It is actually a paradigm (a value-based approach) that can be used by everyone to solve problems, build relationships, or encounter everyday life

In Summary, Improv is:

• Thinking quickly on your feet
• Responding to others using your knowledge and experience
• Using tools to create something from seemingly nothing
• Communicate confidently to move ideas forward
• Getting out of your head and using your whole body
If you ask me what’s the one thing you can do to be more successful, I’d say learn to communicate.

—JOHN C. MAXWELL
Connecting increases your influence in every situation.
Warm Up
THE NUMBER 1 CRITERIA FOR ADVANCEMENT & PROMOTION FOR PROFESSIONALS IS THE ABILITY TO COMMUNICATE EFFECTIVELY.

—HARVARD BUSINESS REVIEW
5 SKILLS & QUALITIES OF SUCCESSFUL U.S. PRESIDENTS

1. Vision
2. Pragmatism
3. Consensus building
4. Charisma, and
5. Trustworthiness

Robert Dallek, Presidential Historian
CONNECTING IS...
The ability to identify with people and relate to them in a way that increases your influence with them.

–JOHN C. MAXWELL
What do you do when everyone you are leading or speaking to has different values, beliefs or ideas?
Leadership is all about others…

…and so is connecting.
Connectors realize that if they could just get another 10% out of everyone on the team, then it adds up to far more than they can contribute by themselves.

EXPONENTIAL, SYNERGISTIC RESULTS
Connecting is more a skill than a natural talent.
All great speakers were bad speakers first.

—JOHN D. ROCKEFELLER
5 FACTORS FOR CONNECTING

1. RELATIONSHIPS
2. INSIGHT
3. SUCCESS
4. ABILITY
5. SACRIFICE
Tools of a Communicator

- Voice
- Body
- Surroundings
- Visualization (Imagination)
- Emotions
Principle #3 – Connecting goes beyond words

3 Components to Face-to-Face communication

- Words: 7% of the impression
- Tone of voice: 38% of the impression
- Body language: 55% of the impression

How others believe what we say when we communicate:

>90% of the impression that we often convey has nothing to do with what we actually say!
What is under everything we communicate?
Understanding Emotions

• Each emotion conveys its own **pattern** of possible messages and actions.

• A message of **anger** may mean that the individual feels treated unfairly. The anger might be associated with specific sets of possible **actions**: peacemaking, attacking, retribution or withdrawal to seek calmness.
Application - The effect you have on the room. Your emotions affect the people around you.
YES, AND...
Accepting Ideas

Being Open Minded

"YES AND" vs "YES BUT"

- Ideas are safe
- Ideas thrive & build on each other
- No idea is too crazy
- Produces many ideas quickly

- Ideas are killed before having a chance to grow
- Produces negativity
- Starts arguments
- Stifles creativity & teamwork
There may be no single thing more important in our efforts to achieve meaningful work and fulfilling relationships than to learn to practice the art of communication.

—MAX DE PREE
Influence is not about impressing people. It is about connecting with them.
Common ground is the point where everyone’s needs, beliefs and values intersect.
Leadership Development
- Developing the Leader Within You

Personal Growth
- 15 Invaluable Laws of Growth

Improve Communication
- Everyone Communicates, Few Connect

Living a Life of Significance
- Intentional Living

Emotional Intelligence

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THANK YOU FOR PARTICIPATING

Ask us about additional programs and training to help you reach your goals