



## How To Get 'Em To Want What You Want: The 5 Secrets to Influence Without Authority

*Have you ever had a great idea but couldn't get anyone else interested?*

*Have you ever been in charge of a great project but had trouble getting others on board?*

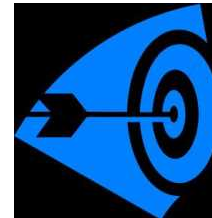


When we have great ideas and projects, we naturally want to share them with others and get people committed to change things for the better. The hardest part is getting others to hear us, agree with us and commit with us to do what's needed. Yet without the commitment of others, we are going nowhere. Engaging others in change doesn't have to be so hard. It can actually be fun and rewarding and put you on the map as someone who is a real player in the organization.

*If there is one class that could change your life,  
this is it!*

### *Benefits:*

- Confidently introduce and implement new ideas.
- Effectively maneuver through your organization's political landscape.
- Successfully engage others to forward new projects.
- Move onto the "fast track" with a reputation for "can-do."
- Build great relationships and full emotional bank accounts.
- Positively impact the business results of your organization.



### *Learn how to:*



- Recognize behavioral styles to help you "get" others and vice versa.
- Break through limiting belief systems.
- Use practical organizational tools to gain support for your ideas.
- Discover the hidden motivations of others to gain their support.
- Design relationships for positive feelings and positive outcomes.
- Use persuasive communication so your ideas can be heard, valued, and adopted.

### *Structure of Workshop Intensive:*

- This *Intensive* includes a series of three one-day sessions over a one-month period, pre-work and homework; up to 25 participants.
- Participants bring actual upcoming or ongoing ideas or projects they want to introduce or implement.
- Classes are highly participative and interactive. Methodologies include live action coaching, real time planning, and homework to introduce "**real ideas**" into the organization. Additional forms of relentless reinforcement are delivered throughout.



*If you are ready to take your organization to places they haven't been before, call us!*



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