



This One Element Can Make Or Break Your Conversation

In this week's training video, I want to talk to you about an important element in communication. Whether you're conveying an idea, networking or trying to close a sale, this element can make or break any conversation – and that is pace.

When someone talks quickly or reacts quickly they typically like to receive their information in the same way. Conversely if you like to talk more methodically, you like to deliver your information in the same way. However, when talking with a person who is your opposite the message may get lost or worse yet you won't close a sale all because of pace.

So how do you recognize how fast or slow someone wants to receive their information? Simple. Just observe. One day a client walked into my office by the receptionist area. I quickly walked down the hall noticing that I was quite a bit ahead of him and he had a cadence to his walk – a very purposeful way he walked. Immediately, I recognized that I needed to slow down the pace and the volume, which may have been overwhelming for this individual. When I shared with him the process of our meeting, he almost seemed relieved and we had a meaningful conversation.

So the next time you're networking or talking to a prospect, remember about pace. When you deliver information the way the other person wants to receive it, it's that much more effective.

For more tips on Sealing the Deal 98% of the Time, join me at eWomen Network's Meet You In the Mountains October 26-27, 2012. See Events at www.ExcellerateAssociates.com

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