

What Does Pace Have to Do With It?

Most entrepreneurs fail miserably at sales and executing their business model.

Why?

They operate from their very own wiring which often gets in the way of growing a business. They don't understand how they are getting in the way of their success and worse, how others want to receive their information.

As an entrepreneur, would having a deeper level of insight into how people tick help you to make better decisions in executing, hiring, and improving sales?

You bet!

Your natural wiring is present at birth and stays with you throughout your lifetime. Yet, very few people actually know how much their wiring is impacting their life and their business success.

Cue in on how others need to receive their information, and watch as you improve your relationships, communication and results.

Whether you're conveying an idea, networking or working with an existing client, there is an element of your natural wiring that can make or break any conversation – and that is pace.

So where does pace come from in your natural wiring? Pace comes from our patience level. There are those people who have a low amount of patience as part of their wiring; and conversely, those who are higher in their patience.

It doesn't mean either can be patient at times. Rather, it tells us how we work. If you have low patience, it creates a short attention span, which creates more of a juggler. If you have a greater patience level, it creates more long term focus; therefore you'll be more sequential in your work flow.

What's the value in knowing this?

Recently, I was reminded of an interaction between two of my clients. One was naturally impatient and one was more methodical. The methodical client asked for some feedback and in rapid fire, the impatient client had already thought of a solution and was rapidly firing questions at her. Before my methodical client could answer his first question, the impatient client was already giving her another question.

My methodical client became frustrated because she was unable to think through her thoughts fast enough to respond. Meanwhile, my client who was wired more impatiently wanted to get all of his ideas out before he forgot them. I gestured to my impatiently-wired client to slow down. We all laughed at the situation recognizing what had just happened.

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, your message may get lost or worse yet you won't create a win-win situation.

So the next time you're networking, talking to a prospect or interacting with a colleague, remember where pace comes from.

Become skilled at knowing how to deliver information the way the other person wants to receive it so you can be a better coach, consultant, or CEO.