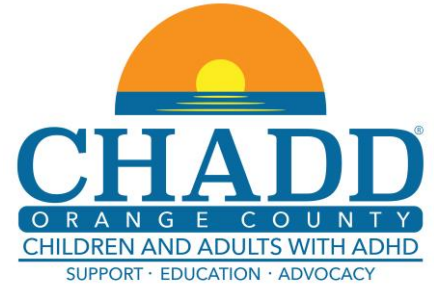


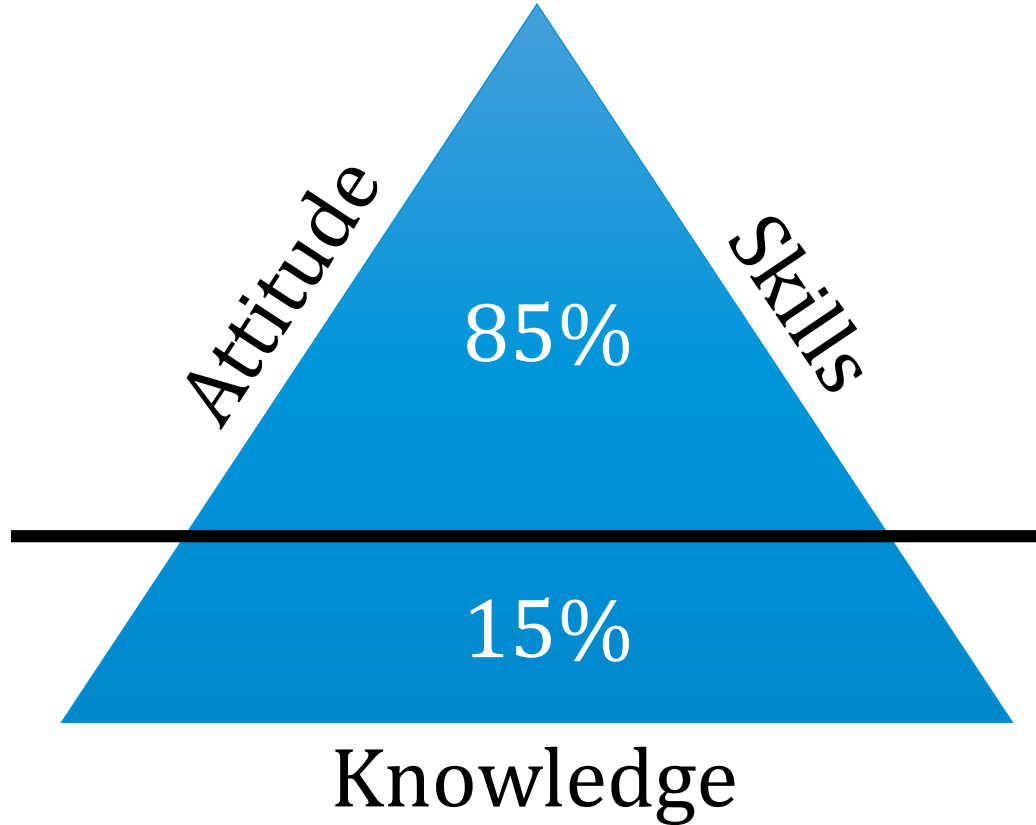


# How to Win Cooperation & Influence People



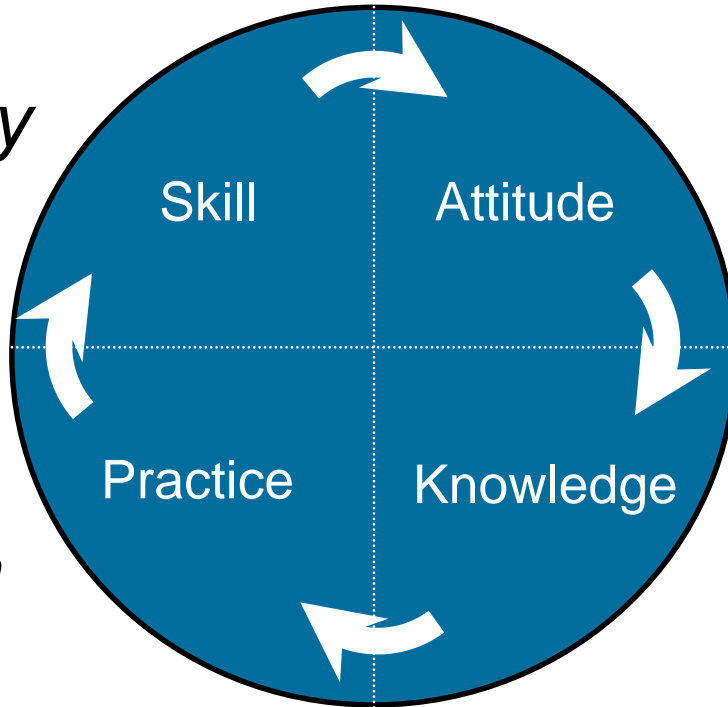
**Dale  
Carnegie®**

# Triangle of Success



# Cycle of Development

*Feedback*  
*Accountability*  
*Support*



*Need*  
*Want*  
*Can*  
*Will*

*Practice with*  
*Coaching*

*Fundamental*  
*Concepts &*  
*Principles*

*Knowledge Trap*



# Memory Linking Technique

1. The mind has the ability to think in terms of pictures.
2. The more exaggerated the picture, the easier it is to remember.
3. Linking pictures maximizes retention.

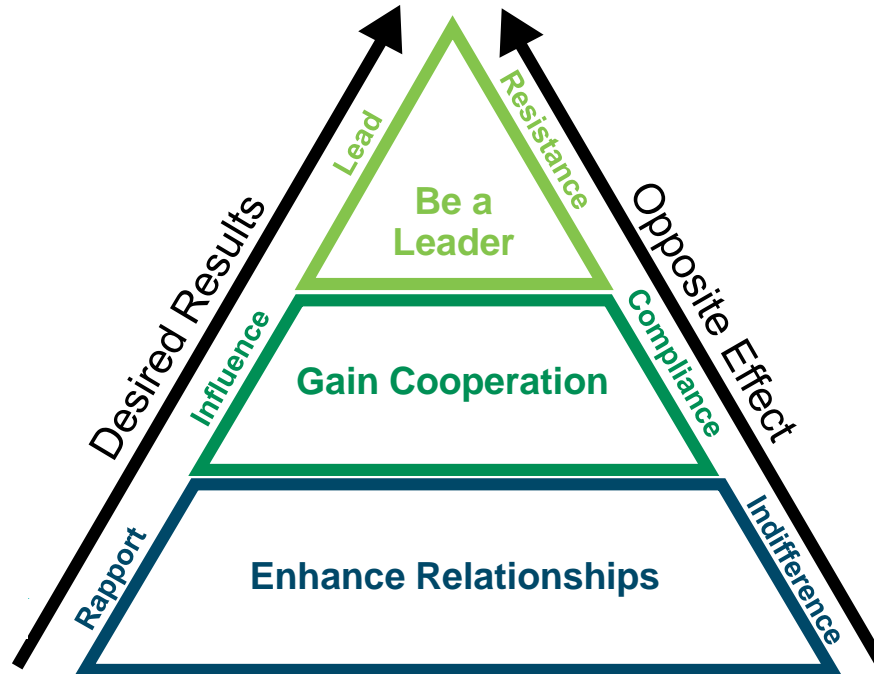


# Communication Fundamentals for Building Trust

Use Conversation “Links”



# Building Trust and Relationships





# Commit to Enhance Relationships

- Person with whom I want a stronger relationship
- How this relationship is important to me
- The breakthrough I desire
- Principles that will help
- What I will do differently
- How will I know it had an impact

“ADHD is a battle for self confidence”







**Thank You!**