

In This Issue

MERGING

Professional Communication

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Need a Speaker?

Dear Sarah:

Say WHAT?

Communication is a fragile thing, and many times we get frustrated because "they just don't GET it."

The bad news here is: the majority of the time, poor communication is YOUR failure to achieve the goal. When you accept that principle, then everything after that makes sense.

This month's newsletter gives you Powerful Communication tips that you can put into place immediately, and see results soon after.

If you have any ideas for future newsletter topics, [contact me](#) and let me know.

Writing a newsletter and need some "snippets" of information? You are welcome to quote anything in this e-zine, provided you give me credit.



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rofessional

Communication is all about sharing even the most difficult messages in a way that makes it possible for your listener to understand, accept, and act on.

Sounds easy, but we all know that professional communication is not nearly that easy. Emotions, circumstances, past history

and other things all play a part in influencing how we speak and act.

But - and here's the kicker - when we're stressed, we default to the HABITS we've developed... and if it's our HABIT to be curt and impatient, then when we get behind the 8-ball, we're going to default to the behavior that is habit to us.

This newsletter is full of hints, tips and tactics to help you develop professional communication habits. Read carefully, be honest with yourself, and learn to be a Powerful Communicator!

[Five Reasons Sarah's Clients Train With Her](#)

Professional Communication

Understand the Process - the words are spoken;

Warm Regards,



Sarah Zink



Sarah Zink Business Training will be Merging with CEO IQ!

I'm very excited to announce this collaborative effort, and I will continue to share thoughts through a monthly newsletter.

Stay tuned for more information!

Quick Links...

[Who is Sarah Zink?](#)

["Think Zink" Shop](#)

["Power And Women" Cruise](#)

[Free Stuff](#)

[Signature Training Topics](#)

they are heard, but are they understood?

Recognize Barriers to Communication - Assumptions, patterns of behavior, and the needs of the persons involved can become barriers to communication.

Learn Powerful Communication Techniques - We are taught to speak, but we are not taught to communicate. Avoiding assumptions, generalizations, and "submissive" language can help you become a powerful communicator.

Communicating Difficult Messages- Separate the message from the speaker. Identify the bottom line issue, and provide solutions, not reactions.

Are You Asking the Right Questions? - Stop playing the 'blame game': "Who did this?" "Why did this happen?" and start playing the game to win: "What happened here, and how can we make sure it doesn't happen again?"

[More About Sarah Zink](#)

Are you Program Director for your group?

If you are program director for a chamber or special-interest group, it's hard work to find interesting speakers.

Some of my keynote topics are listed below, and I'm always willing to customize any speech for a group.

- Fearless Living
- Empowering Your "IT"
- Women and Power
- Who's in Charge of Your Destiny?
- The Myth of Motivation
- Do You Want To Win or Not?

[Contact me](#) to check availability and rates. There is no charge for most chamber events.

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