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#### Let's Start With an Exercise!





Emotional Triggers Impulse Gate





We are moving things from a \_\_\_\_\_\_ To a \_\_\_\_\_

Key Concept!

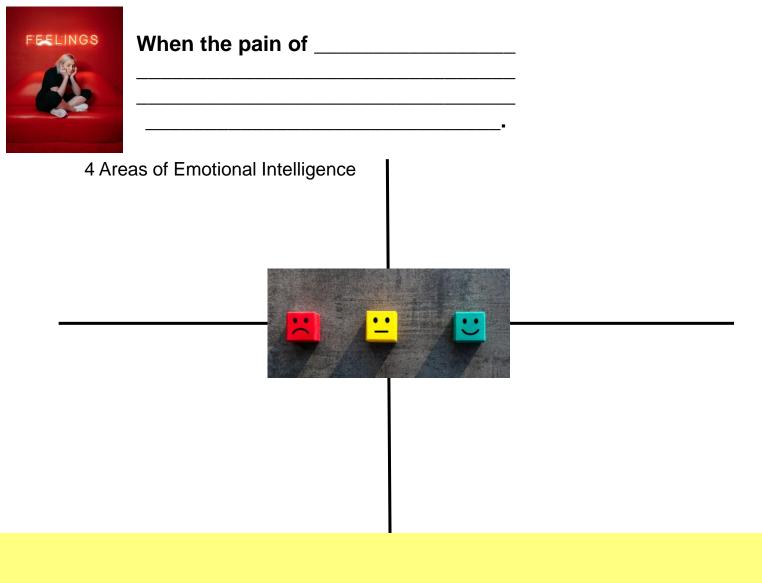
It is not about eliminating emotion. There is no such thing as non-emotional. Some emotion is good emotion.



Even the negative are a



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# Relationship Management is about \_\_\_\_\_

3 Elements:



# How Do We Show Empathy?



## Self Management.

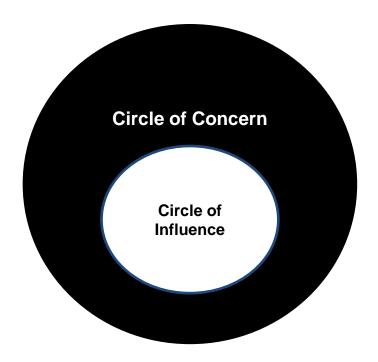






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Do something It is NOT "all or Nothing" Small Steps





Let it Go.



My Mom Taught Me 3 Things:

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#### 3 Layers in your bucket:



### BONUS! Phrases for good EQ:

"Could you tell me more about that?"

"I understand what you're saying, and ... "

"How do you feel about that?"

"I'm not sure what's wrong. Could you explain the problem?"

"Can you clarify that for me?"

"What I'm hearing from you is \_\_\_\_\_, Is that right?"

"This situation makes me feel ... "

"You both have good points. Let's see how we can work together."

> "Before you abuse, criticize, or accuse, walk a mile in my shoes." Elvis Presley

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