

Chris Helder

Engaging clients through communication and connection

A powerful presentation with immediate impact in the areas of communication and building client relationships. Chris has a fresh approach that concentrates on understanding those you are trying to influence, in order to create a stronger connection and ultimately results.

### **Code Success – The 1%ers**

If you want to start implementing change in how people perceive you, great news: you can start immediately. It begins with three simple but powerful words.

The words are *act as if*.

To be the person you really want to be, ask yourself: How would that person act in this situation? Then act as if you are that person. Do the things they would do – and notice how quickly change starts to take place in your own life.

### **The 1%ers:**

**Posture** – Posture yourself in a way that demonstrates that you intend to be successful

**Eye Contact** – Eyes create an instant connection, when you fail to look, you don't actually connect.

**Being Present** – How good are you at looking at people and making eye contact that lets them know that you are listening to them and not distracted.

**Smile** – There is no quicker way to make someone else feel good about themselves than to smile at them.

**Gratitude** – I'm a huge believer that gratitude drives the trajectory of your day. In other words, when we start each day from a place of gratitude it is easier to gain momentum to create success.

**Energy** – is a decision, it is one of the absolute keys to influencing others. You can't do it without energy and the good thing is you can have as much energy as you want. It is there for you in abundance.

### **Colors:**

**Red Personality:** these people are driven by results and are focused on power and control. They are future driven because they are about the results moving forward.

**Yellow Personality:** these people are living for the now. They are the most impulsive people. They are all about fun, energy, impulsive decision making, they are very visual.

**Aqua Personality:** these people go with the flow. They are peaceful and non-confrontational. They do not make quick decisions and hold their cards close to their chests.

**Blue Personality:** these people are driven by perfection and process. They have a systematic approach to success. They have high expectations of themselves and others. They need to be able to measure results.

### **Sunset:**

The sunset is a metaphor for the future. The sunset is a powerful tool around timeline mastery. It is a tool to help you master you're your timeline and gain great clarity about what it is you want to achieve over the next two months, six months etc. What is your two month sunset?