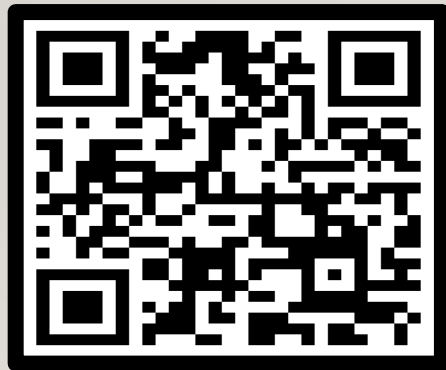


Getting to the *YES!*

- Former Prosecutor
- Communications Coach

COURSES.TRACYMOTIVATES.COM



Tracy Miller

transforming lives
THROUGH PERSUASIVE
COMMUNICATION



Don't act like a firefighter

GETTING TO YES

WHY DOES IT MATTER?

LOOK IN THE
MIRROR

GET YOURSELF TO THE
YES FIRST



Exercise:

How has the
worker
Changed?



How has the
work of City
Government
changed?



HOW SHOULD
YOU CHANGE ?

Tracy's



- Tips to get to the Yes

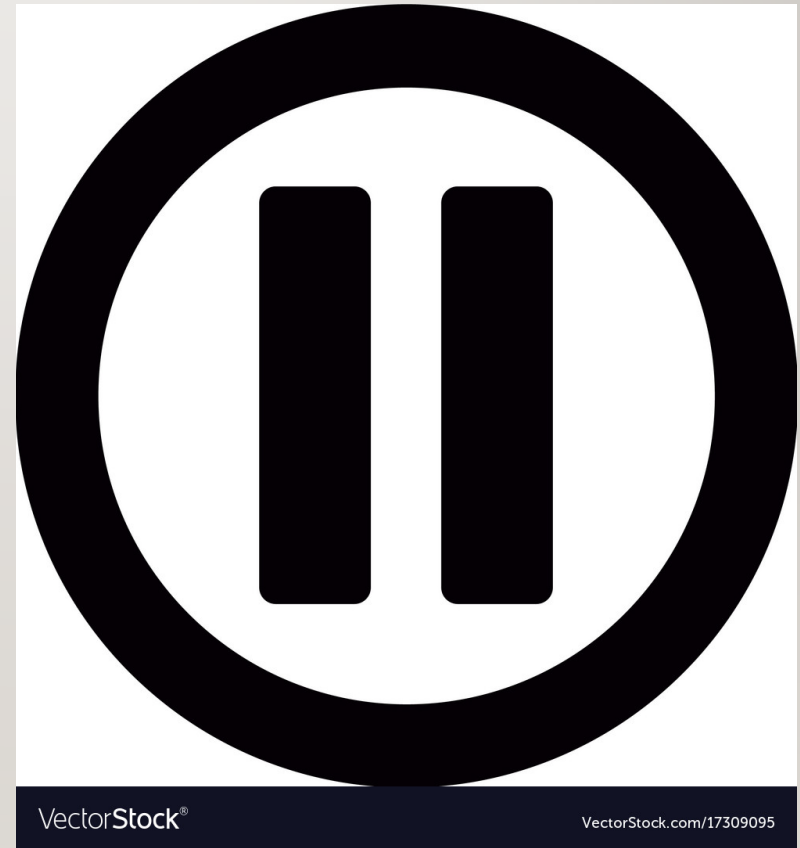
#I. DON'T BE A
COW



Be A Goldfish



#2 THE POWER OF THE PAUSE





#3

HEALTHY
CONFLICT

#4

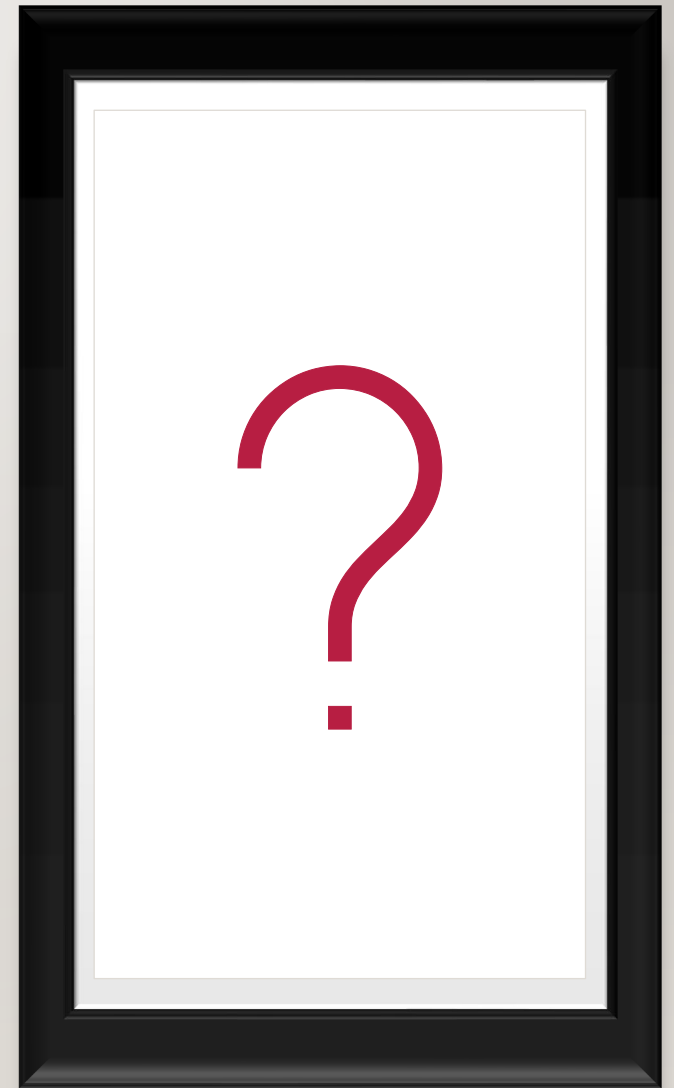


#5

Language

3-2

#6 What do you
agree on- start
with that



#7
WHY?



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#8

P r o f e s s i o n a l i s m

#9 What You Pet



#10 Attitude



REMEMBER HER?

She is still there...inside you...waiting
let's go get her

