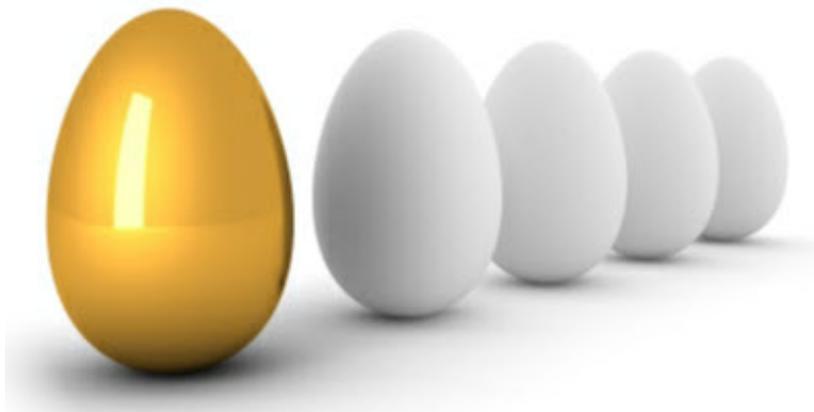


RV Engage



How effectively is your team growing your Relationship Capital?

You know your relationships are 'valuable', but how valuable? Are you utilizing them most effectively to generate results? Which are the most critical and how secure are they?

The Engage Program.

Everyone knows that the right people skills are essential for sales success. But what are the right skills and how do we acquire them? Developed by Keith Dugdale and David Lambert, authors of the best-selling 'Smarter Selling' (Financial Times Prentice-Hall 2007), Related Vision's **Engage** Program is based on the proven IOWEU approach of providing value in every interaction.

The **Engage** Programme will empower your team to build Relationship Capital in any context, whether it be with customers, suppliers or internally with your own staff and to:

Interact effectively with anyone.

Build sustainable differentiation.

Create environments in which people buy.

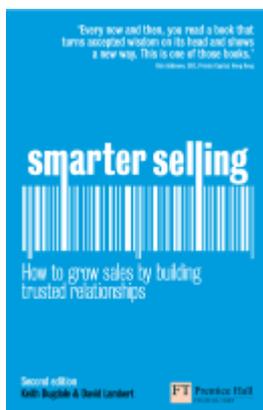
Use the 'speed of trust' to achieve consensus quickly.

Get more repeat business.

Increase business referrals.

The **Engage** Programme covers:

- The four common types of business relationship.
- Creating the right relationships with the right people .
- Quickly building rapport and establishing trust.
- Building a shared (related) vision with others and becoming a trusted advisor.



Engage Workshop.

A highly interactive learning environment that uses behavioural analysis, practical examples, role play, case studies and game-playing to teach relationship building skills.

Newly learned skills can be immediately implemented as participants work with their own real-life situations.

Regular two-day public workshops are scheduled in a variety of locations and in-house workshops can also be arranged. Participants learn how to:

- Measure the type and strength of their relationships using **Traxor**.
- Understand their preferred natural behaviors using the **Octagon™** profile and their impact on others.
- Establish rapport and start to build trust from their first words.
- Use **SHAPE™** questioning to demonstrate broad interest in the other person; their business; real needs and goals.
- Use **Levels of Thinking, Spicy Questions** and **Focus-5** to make interactions more engaging and memorable.
- Use **Value Sheets** to focus on value to the other person.
- Use the power of **CC Notes** to maintain collaborative momentum.

Engage Consulting.

Related Vision's network of partners deliver consulting and coaching services that provide a more specific focus tailored to individual needs, with services such as:

- Diagnostics/needs analysis.
- Planning an enterprise-wide relationship strategy.
- Team and individual skills coaching.



RelatedVision™
Build Relationships. Get Results.

www.relatedvision.com

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