

The 6 Step Principle



Corporate Training • Coaching • Motivational Speaking • Seminars & Workshops

1. _____ & Suggest

2. Check _____ and _____

3. Be aware of your _____ of voice

4. Show _____ in their ideas

5. Give _____

6. Be _____

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The “It’s HOW You Say It”® principle

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Make a **V.A.S.T.** difference in
your relationships

V

A

S

T

Barbara Teicher

etc.

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Make a V.A.S.T. Difference

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Action Plan

Which reason(s) for disconnect would make the biggest impact if you were to change that behavior? What will you do differently?

Reasons for Disconnect

1. Approach
2. Reproach
3. React
4. Response
5. You're thinking like you!

How will you incorporate the 6 Step "It's **HOW** You Say It"® Principle?

"It's **HOW** You Say It"® Principle

1. Ask & Suggest
2. Check expression and body language
3. Be aware of your tone
4. Show value in their ideas
5. Give kudos
6. Be real

How can this help you make a **V.A.S.T.** Difference?

V.A.S.T.

Valued
Appreciated and Accepted
Secure
Trusted

Action Plan