



# Growth through Learning™

Dear Valued Clients, Partners and Friends,

Many of you who have heard me teach or facilitate, have heard me speak about the Head, Heart and Gut. Whether in the context of learning presentation skills or refining your professional selling skills, I always speak about it with a passion because I know how important the connection of these three ingredients are in building strong and profitable relationships. The articles selected for this week's newsletter support my belief in the significance of incorporating these techniques into your everyday professional routine.



As you reflect on 2009 and its highs and lows, make the time to review, plan and prepare your plan for 2010. Reevaluate your professional style and see if you can incorporate a little bit of Head, Heart and Gut into your approach!

Merry Christmas and Happy New Year,

**Ralph & the Kison Team**  
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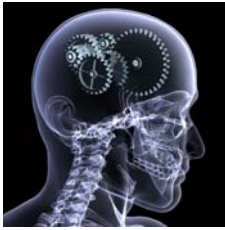
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## Are You Having Sales Conversations From Your Head?



Does this sound like you?

\*You ask questions in a very business-like and formal manner that doesn't sound like the 'real' you.

\*You ask very "safe" questions that only relate to your potential clients' business.

\*You stay well clear of emotion and feelings with your questions.

\*You really want to get the answer to your questions so you can move on and get the sale.

If you answered yes to all or some of the above, chances are you are struggling with selling your services. Why? You are having sales conversations from your head and you are only letting your logical, rational, 'safe' self participate in the conversation. And because you are speaking from your head your potential client will only speak from their head too.

.... For the rest of this story, click on the following link:

<http://www.smallbusinessbrief.com/articles/sales/009623.html>

## Use Your Head But Speak From Your Heart During Your Next Presentation



While you can't go very far in public speaking if you do not know your material well - and that means inside and out - what will capture your audience is your delivery. A colorful, dynamic delivery determines whether your audience will pay attention to you or not. That is not to say that your words, your actual material, are not important. They are.

Many people are aware that a dynamic delivery sells. My

question for you, however, is whether you should speak from head or from your heart?

... For the rest of this story, click on the following link:

<http://ezinearticles.com/?Use-Your-Head-But-Speak-From-Your-Heart-During-Your-Next-Presentation&id=2551468>

## Trusting Your Gut : How to Lead Using Your Instincts



We were all born with natural instinct. We cried when we were hungry - not because we were taught to, but because it was our instinctive response to our physical need. Emotion calls on instinct too. The "flight or fight" response to fear is one most of us have experienced and, with the adrenaline pounding through us, we know the reaction was not the result of a calculated decision-making process.

... For the rest of this story, click on the following link:

<http://ezinearticles.com/?Trusting-Your-Gut:-How-to-Lead-Using-Your-Instincts&id=68910>

## About Kison

Kison is a professional development firm specializing in providing you with customized services to fit your unique needs and requirements. Led by Ralph Kison, the firm focuses on growing people and maximizing organizational potential. We offer online training on myKISON, customized workshops and seminars, and one-on-one coaching.

If you have found the KISON weekly news tip of value, please share it with your friends and colleagues. Or if you would like to learn more about this or another topic, please let us know. We value your input - our passion is to help you grow!

### **Kison Inc.**

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