

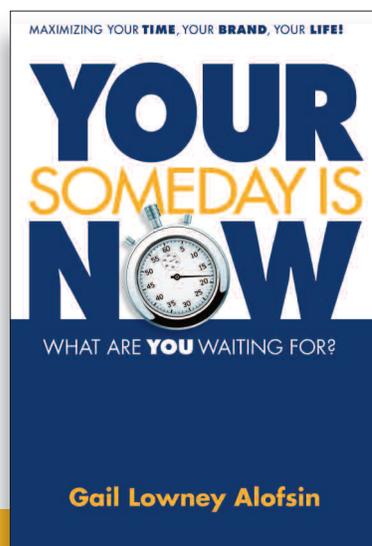
THE POWER OF POSITIVITY

“GET TO” VERSUS “HAVE TO”

Presented to: Florida Recreation and Park Association
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“There is no passion in playing small, in settling for a life that is less than the one you are living.”

~Nelson Mandela



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THE POWER OF POSITIVITY

WHY POSITIVITY?

With a focus on positivity, companies are:

- ▲ 50% more likely to have lower employee turnover
- ▲ 38% more likely to build more productive teams
- ▲ 44% more likely to have higher customer satisfaction

-S. Lyubomirsky, Univ of CA, Riverside

CHALLENGES:

- ▲ Difficult people: Colleagues, vendors, clients
- ▲ Intense, stressful workplace – 24/7/365
- ▲ Less than optimal production from others
- ▲ “On strike” at work?

THE POWER OF POSITIVE & EFFECTIVE COMMUNICATION

“Change the way you look at things...and the things you look at change.”

-Wayne Dyer

SENDER – THAT’S YOU!

- ▲ Establish credibility
- ▲ Display knowledge of the subject
- ▲ Appeal to Audience (Listener)
- ▲ Appearance

YOUR MESSAGE

- ▲ Written - Verbal– Nonverbal.

Influenced by:

- ▲ Tone/Method
- ▲ Validity of the topic
- ▲ What is communicated

CHOICE OF CHANNELS

Messages are conveyed through channels

- ▲ Face to face meetings
- ▲ Telephone and videoconferencing
- ▲ Written letters, emails, voicemail, memos, and reports
- ▲ Social media

RECEIVER

- ▲ YOUR "Audience"
- ▲ How did the information make the receiver feel?
- ▲ Did you get the information across clearly and accurately?

FEEDBACK

- ▲ Verbal and non-verbal reactions to your communicated message

CONTEXT

- ▲ The situation in which your message is delivered.s You are YOUR Company.

IV) Everything Communicates

- ▲ Listening 125/400
- ▲ Interpersonal 55.38.7
- ▲ Email – 93%
- ▲ ED.BB.SR.TR

VI) Positivity Instills Trust

- ▲ Remarkability
- ▲ Reputation
- ▲ Reliability
- ▲ Resourcefulness
- ▲ Relationships

VII) Snap out of it!

Bite your tongue- Choose your battles

Remember the small, defining moments:

- ▲ When you are considerate
- ▲ When you show backbone
- ▲ When you keep a confidence
- ▲ When you remain loyal

VIII) You as a Leader: Positivity

- ▲ TEETH
- ▲ YOU are YOUR company
- ▲ Re-Recruit
- ▲ High Five
- ▲ Lagniappe!



Gail Lowney Alofsin is a keynote speaker, author, adjunct professor and business executive. Her book, *Your Someday is NOW – What are you Waiting For*, focuses on becoming your best you. Since being published in April, 2014, it has raised over \$35,000 for non-profit organizations. A lifelong student and humanitarian, Gail believes that we all have the capability to be a leader in our own lives, influencing the lives of others for positive peak performance and success. To inquire about booking Gail to present for your conference or corporation, please call 401-640-4418 or email gail@gailspeaks.com. Follow Gail on twitter: [@gailalofsin](https://twitter.com/gailalofsin) and visit her websites: gailspeaks.com and gailalofsin.com.

QUOTES

"Is it true? Is it kind? Will it improve the silence?" – David Ji

"The power to affect your future lies within your own hands." ~ Nido Qubein

"If you could only sense how important you are to the lives of those you meet; how important you can be to the people you never dream of. There is something of yourself that you leave at every meeting with another person." – Mr Rogers.

"I am still determined to be cheerful and happy, in whatever situation I may be; for I have also learned from experience that the greater part of our happiness or misery depends upon our dispositions, and not upon our circumstances."

– Martha Washington

"Some people wait all their lives for the outside to change their inside. But it never seems to happen, because change comes from within us first, then the outside becomes different." – Elliott Goldwag

"You may not be able to control the situation, but you can always control your reaction." – Austin McGonigle

"Your meaning will put in an appearance and it is your job to detect it." – Victor Frankl

