

# HOW TO COMMUNICATE TO CREATE A WIN WIN

In your Personal and Professional Relationships



## 1. SEE THROUGH YOUR HEART EYES

Take a moment to stop, breathe and reconnect with heart and soulful you. Now try looking at the other through the eyes of your heart.

What was/is your original shared vision for this relationship? What makes this person in front of you the awesome gift to the world and you that they are? Notice 3 things.



## 2. BE PRESENT WITH WHAT'S REALLY THERE

Use all of your senses and intuition to pick up all the communication signals they're broadcasting to you, beyond just their words. See their body language, feel their vibe, what's really going on for them in the present moment?



## 3. ACKNOWLEDGE THEIR POINT FIRST

Before you try and make your point, fix, point out where they might be wrong or suggest solutions, first, verbally acknowledge the significance of what they just shared. Especially if it's a big deal for them. Is there anything you need further clarification on to understand their point of view? How can you meet them on what they need?



## 4. LEAD YOURS WITH A POSITIVE

Once it's your turn, start with sharing one of those 3 things about the other you're grateful for, that you like about this person or that this person does well.



## 5. FOCUS ON YOUR DESIRED OUTCOME

Underneath all that you might want to cathartically share, what is it that you REALLY want and need, relative to your vision for the relationship? How can you communicate that? And then confirm that they're ok with that?