

Versatility and Empathy That Connect

John Purkiss. Media Hungary. May 10, 2017

John Purkiss



- Has meditated regularly for 20 years
- Recruits chief executives, finance directors and other board members
- Books: *How to be Headhunted*, *Brand You*, *The Power of Letting Go*

Women are so hard to read

Well actually
we just wan-

Such complex
creatures

If you just liste-

So mysterious



Listening helps to build rapport



- Give the other person your complete attention
- Let go of any agenda you may have
- Let go of thoughts about how to respond

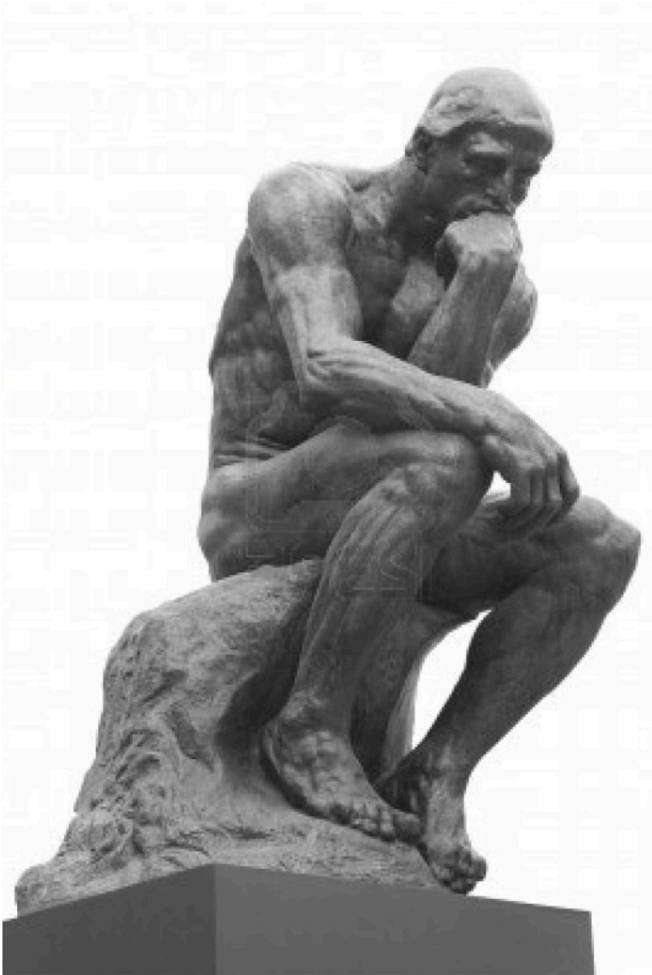
Do they prefer to see or *hear* ?



Do they *tell* or *ask* ?



Do they talk about *thoughts or feelings?*

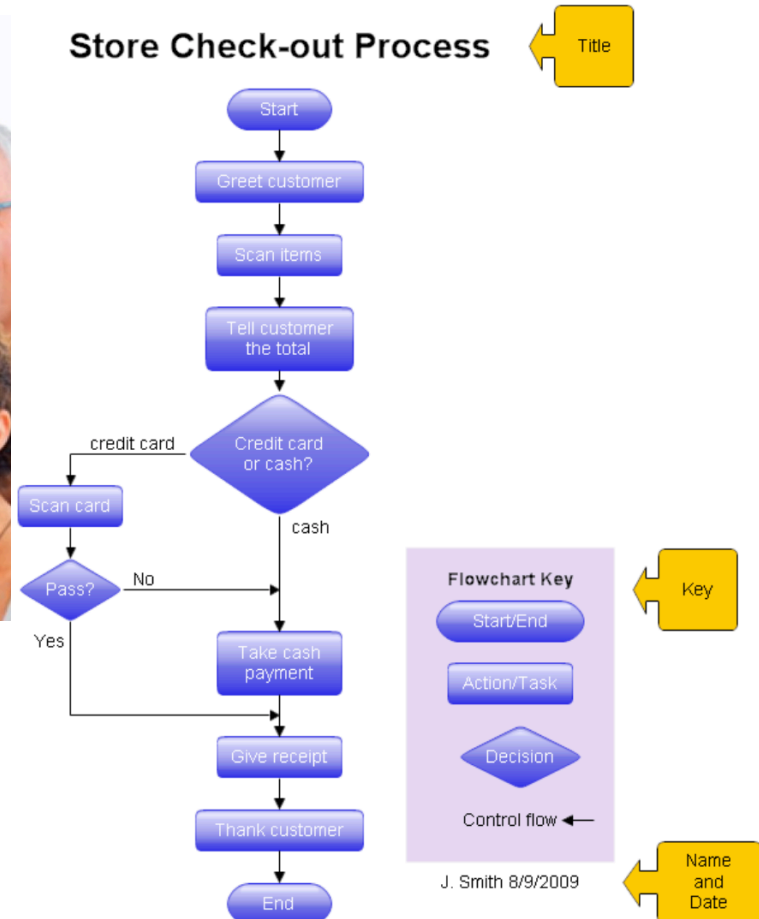


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Do they talk about the *people* or the *process* ?



Store Check-out Process



Now it's your turn. Will you:

- *Talk or show?*
- *Tell or ask?*
- Describe your *thoughts* or *feelings*?
- Talk about the *people* or the *process*?

Let's keep in touch!

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